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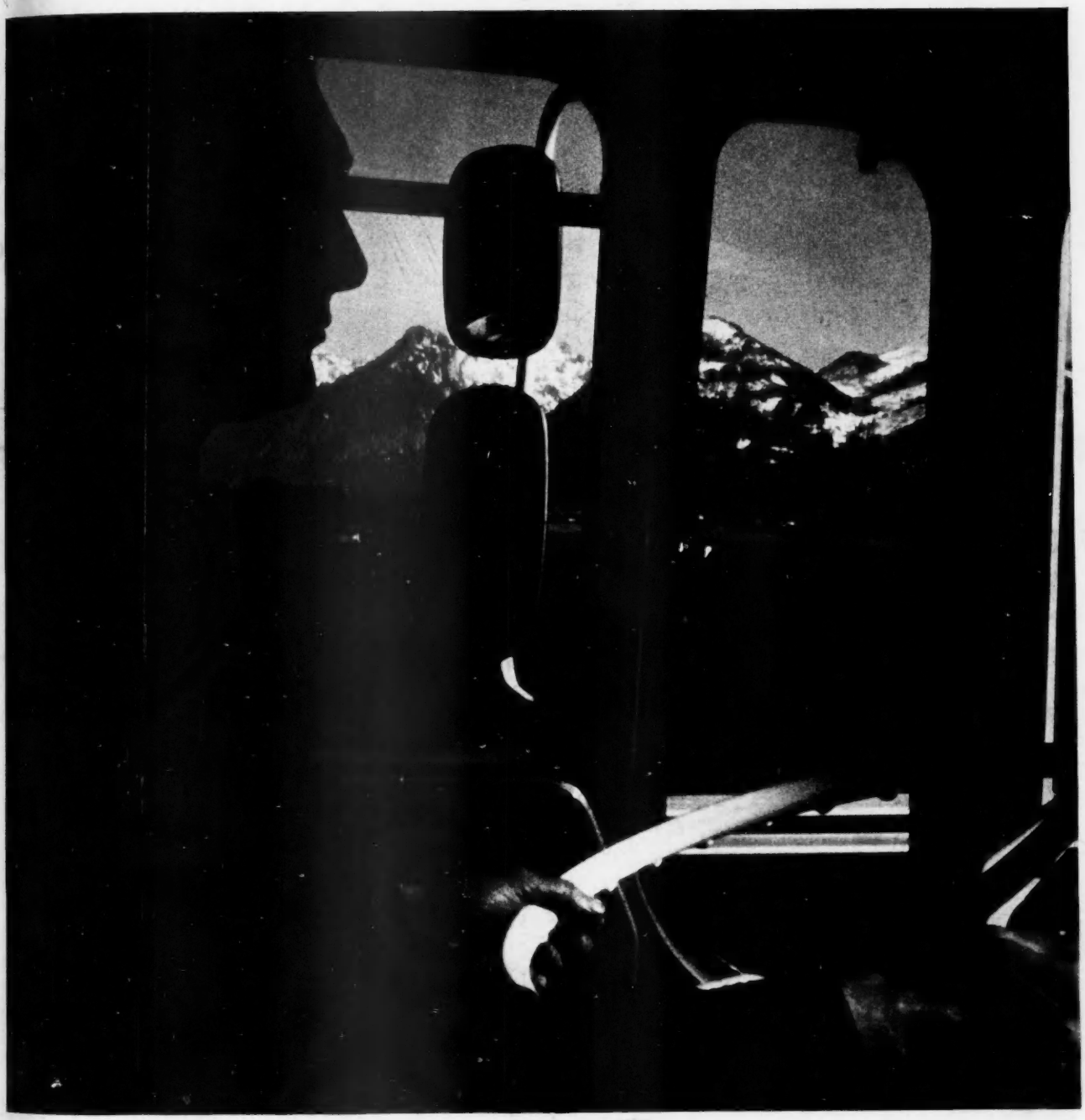

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## *Front cover photograph*

Mr. Gordon Hastie at the wheel of a two-pedal 'Beaver' sleeper cab as it passes through Austria on its way to Belgrade. Three 'Beavers' travelled together along the 1,463 mile route either carrying equipment to be exhibited on the Leyland Motor Corporation Stand at the Belgrade Fair or to be on display themselves.

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# *Trinidad and Tobago—A look at the market*

**By H. B. McKenzie Johnston, Deputy High Commissioner and Commercial Counsellor at Port of Spain**

**This article is the fourth in a series which began on September 1 with 'The British Export Battle in the Caribbean', by J. R. M. Rocke, chairman of the BNEC Committee for Exports to the Caribbean. 'Jamaica, a first-rate British Market' was published on September 8. 'Barbados – a Friendly Market' appeared last week, and the series will end on September 29 with an article on Guyana.**

IF A RUSSIAN or a Filipino were to assess his prospects of doing business in Britain by reading the novels of Kingsley Amis or tourist pamphlets describing piping competitions in Skye and the Lord Mayor's Show he would be making a big mistake. If you have been reading the novels of V. S. Naipaul and the hand-outs describing steel bands and Carnival I hope you have not made the same mistake about Trinidad and Tobago. Not that Naipaul or the Tourist Board literature paint a false picture, far from it! But it is not the whole picture. There is much more to Trinidad and Tobago and steel bands and Carnival. After five years of independence Trinidad and Tobago is a comparatively prosperous country with a stable and honest democratic government, with a sound economy in which private enterprise is not only permitted but is encouraged to play a leading part, with a well-run Central Bank controlling a healthy currency linked to sterling, with an expanding programme of industrialization: it is an important market for British exporters.

### Basic facts

Some basic facts: Population about one million of almost every race and colour (but predominantly negro and East Indian) living together with scarcely a hint of racial or colour differences or tension, and growing at the rate of about 3 per cent per year. *Per capita* National Income about £187, which is sixth highest in the western hemisphere, exceeded only by the United States, Canada, Puerto Rico, Argentina and Venezuela. Excluding crude oil imported for refining and subsequent export, total imports (round figures) in 1966 were £82 million, of which over 30 per cent came from Britain. Of this total of £82 million, £7 million were chemicals, £20 million manufactured goods, £21 million machinery and transport equipment and £20 million food and foodstuffs. Not, surely, a market to be overlooked, and certainly one which our competitors are not overlooking. (Until this year total imports have been increasing but Britain's percentage share of them has been declining.)

Trinidad's prosperity rests mainly on the petroleum industry which produces about 28 per cent of the gross domestic product (£265 million in 1966) and 27 per cent of central government revenue, although it employs only about 5 per cent of the labour force. Growth in this industry slowed down in the early 1960's after the boom conditions of the 1950's. Crude oil production has recently been rising again, but unless new rich fields are discovered as a result of present off-shore exploration the figure is likely to level off again soon and begin declining before long. There is some uncertainty, therefore, about future trends in crude oil extraction, but the petroleum industry in Trinidad also includes two large refineries, one of them amongst the biggest in the world, and the prospects for the industry as a whole look fairly stable for the next few years at least.

The other traditional source of Trinidad's wealth is agriculture, which produces about 10 per cent of the GDP and employs about 21 per cent of the labour force. It is an export orientated industry and Trinidad is very susceptible to the vagaries of international prices, though well protected by the Commonwealth Sugar Agreement in respect of cane sugar, the major agricultural export. But diversification programmes, including expansion of food processing, are going ahead with the aim of reducing the dangers and the food import bill.

*A newly assembled AEC bus (bodywork by Metal Sections Ltd., Oldbury) at the Trinidad and Tobago Public Transport Service Corporation's terminal, Port of Spain.*

### Industrialization

While Trinidad will remain dependent mainly on oil and agriculture for its foreign exchange earnings (in 1966 they together accounted for £132 million out of total exports worth £157 million) local manufacturing industries are growing steadily and already account for over 14 per cent of the GDP. The government's policy is to diversify the economy as much as possible, partly in order to create employment, and partly in order both to be less at the mercy of international commodity prices and to be in a position to take advantage of any development of free trade areas or common markets in the Caribbean or in Latin America. (Trinidad has recently become a member of the Organization of American States.) The Aid to Pioneer Industries Ordinance (and related legislation) provides favourable conditions for the establishment of industries – tax holidays, tariff-free imports of machinery, components and raw materials, protection against competition – and already there are over 300 manufacturing or assembly industries ranging from chemicals and cement, through motor vehicle assembly (CKD) and the manufacturing of tyres to domestic consumer durables and clothing.

In the course of the last two years this growth in local industrialization has been helped, and even stimulated, by increasingly severe measures of protection in the form of import prohibition or quota restrictions, or higher tariffs. Inevitably some British exporters have found their business with Trinidad curtailed or even eliminated. Discouraging though this may be to some, it is in these days a common development which must be faced with realism, and for British exporters as a whole it presents a challenge in Trinidad with many opportunities. It increases the market for machinery and factory equipment. As both the local resources available and the market for the finished products is limited, many

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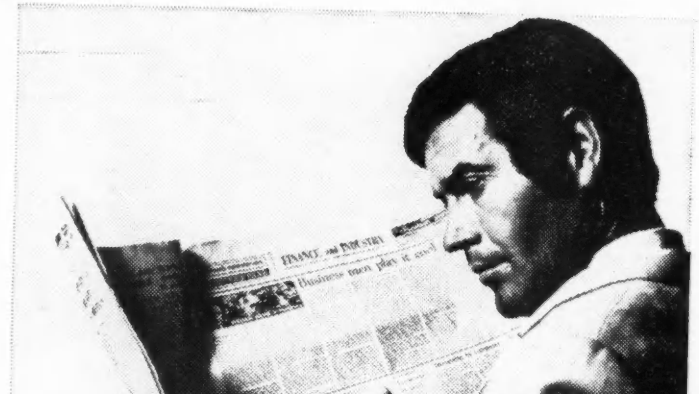
# George takes the 'Trinidad Express...'



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of the local industries now being established have to import the major part of the raw materials and components required. As local industries develop, particularly those manufacturing or assembling consumer durables, so additional demand may grow for complementary lines or for models or qualities that cannot be produced locally. Some British (and many more non-British manufacturers) have decided that the way to preserve their position in this market is to undertake a measure of local manufacture, either on their own or in partnership with local enterprise. Such local manufacture may not necessarily cover the full range of a company's products, but often the company that establishes itself locally with a limited range is in the best position to secure a market for the rest of its range.

**The atmosphere**

In his introductory article to this series Mr. Roy Rocke has drawn attention to the traditional ties between the Caribbean and Britain. Trinidad in particular has for many years been a traditional buyer of British products. This fact has tended to lull some suppliers into believing that they can reserve their major effort in export promotion for other markets. Such an attitude is a grave and even fatal mistake. Our competitors (American, Canadian, Australian, Japanese, European) are very active and both by their energy and as a result of a natural tendency for a newly independent country to look around for new trading partners they are successfully nibbling away at Britain's share of the market. But British exporters to Trinidad still have many advantages if only they are exploited with energy and a demonstration of real interest. Commonwealth preferences, although eroded by the duty-free concessions to Government purchases and most pioneer industries, can still give the British supplier the edge over foreign competitors. Products from Britain still enjoy a high reputation (although the "American way of life" is making steady inroads). And much of the commercial community continue to look first to Britain for their business connections. But these advantages cannot and must not be taken for granted. They must be exploited vigorously, and interest in Britain must be energetically and sympathetically reciprocated. When business is lost for Britain it is as often as not by default rather than through successful competition.

Mr. Rocke has also referred to the changing pattern of social and economic habits in recent years. These are of the utmost importance in Trinidad and are a prime reason why I should like to urge on British business a sharp increase in the amount of *personal* attention paid to this market. It would be misleading to suggest that the Trinidad market as a whole is rapidly *growing;* but it is rapidly *changing.* As industrialization progresses so the nature of demand changes. The market for some consumer goods

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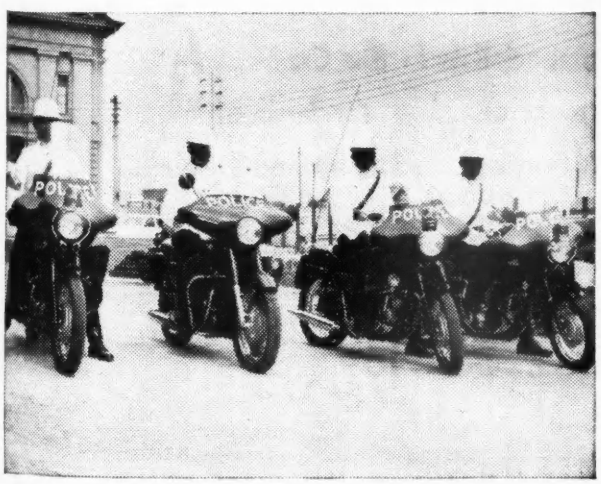

*Members of the Trinidad and Tobago Police Force, Traffic Branch, setting off on escort duties on 'Triumph' and 'Matchless' motorcycles.*

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TRINIDAD AND TOBAGO, *continued*

diminishes or disappears. Others have to be sold in different ways, e.g. as components to be used by local industry rather than over the counter. Industrial processes provide new openings for products which previously were not in demand. And the provision of international loans from such bodies as the World Bank and the Inter-American Development Bank provide openings for consulting engineers, contractors and the suppliers of capital goods for major development plans. Despite the complimentary remarks made by Mr. Rocke about the services we commercial officers can give, however, we cannot do the exporter's work for him. We cannot spot all the new openings. Trinidad is on the way to or from so many other markets in Latin America and is so well served by international airlines (including five BOAC direct flights a week in each direction between Port of Spain and London) that a visit need not be the cause of disproportionate expense. In the 15 months I have been at this post I have met several British exporters who have made their first visit here, or their first for many years, and who have been astonished to find, after only a day or two, that they have secured orders to pay for their journey several times over; and they have confessed that they would never have got them any other way.

**Some possible openings**

I am very conscious of the dangers of generalized exhortation, particularly when it comes from a civil servant. There is a special need for it from Trinidad, however. It is becoming increasingly difficult to interest agents in many of the lines in which I believe there is scope for increased business. There are many reasons for this, but they do not include the lack of a market. For many lines, however, very *active* selling is required to get business in them started, particularly where there is stiff competition, and it needs the stimulus and decision-making of a visiting executive to get the door open. Merely seeking an agent by correspondence will not be enough.

In an article of this nature it is not easy to give very specific advice without being misleading. Nevertheless I venture to suggest below some of the lines in those categories in which it would seem, from a study of trade statistics, that British exporters might find scope for increased business in Trinidad and Tobago, provided they are prepared to undertake *active* selling. The list is far from exhaustive; but it is indicative of some of the broad categories in which there is scope for success:

**(a) The home**

There is a good market for builders' hardware such as sanitary earthenware, stainless steel fixtures, plumbing fittings, bathroom fittings, door furniture, locks, etc., although there is stiff competition from cheap central European sanitary ware. There is scope for sales of floor-coverings, particularly felt-base and carpet, furnishing fabrics, kitchen equipment and household small appliances, and the more sophisticated lighting fittings.

**(b) The family**

Try fashion fabrics, sports goods, toys and games, travel goods, typewriters, tape-recorders, and components for radios and record players, particularly to support local assembly industries. Also motor-cycles, the light-weight models in particular, in which there is strong Japanese competition, and motor vehicle accessories.

**(c) Farming and gardening**

There is a growing demand for dairy, poultry and pig farming equipment by small-holders, and for gardening tools and implements.

**(d) Food**

Although local manufacture is increasing there is still considerable demand for confectionery, sweet biscuits, canned food, frozen foods, milk products; and the growth of local manufacture creates a market for food processing machinery.

**(e) Pumps and electric motors**

**(f) Medical**

Equipment for hospitals, clinics (medical and dental), laboratories, and pharmaceuticals.

I hope these suggestions, incomplete as they are, will stimulate new or renewed interest in this useful market.


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HMSO

## *No merger between United Drapery Stores Ltd. and Montague Burton Ltd.*

A REPORT of the Monopolies Commission on the proposed merger between United Drapery Stores Ltd. and Montague Burton Ltd. was published on September 14 following a reference to the Commission on May 10, 1967.

The Monopolies Commission were asked by the Board of Trade to investigate and report on this proposed merger and to say whether it might be expected to operate against the public interest. If they so found they were required to consider whether any action could be taken to remedy or prevent any resulting detriments.

A group of eight members of the Commission under the chairmanship of Sir Ashton Roskill, QC (the Commission's Chairman), was appointed to carry out the investigation and to report within four months to the Board of Trade. During the hearing the Commission took evidence from the two companies concerned, the Wool Textile Delegation and a number of other interested parties.

By a majority of 7 to 1 the Commission concluded that the merger could be expected to operate against the public interest and that they were unable to recommend any action which would remedy or prevent the mischiefs which might result if the merger were allowed to proceed. They accordingly recommended that the merger should not be allowed.

The President of the Board of Trade has accepted the majority view of the Commission.

Over the past two years the Board of Trade have considered nearly 170 significant mergers which have satisfied the criteria of the Monopolies and Mergers Act; of these only six have been referred to the Commission under Section 6 of the Monopolies and Mergers Act, 1965.

Of the six reports made by the Commission this is the second one which has recommended against a proposed merger; the other was in respect of the Ross Group – Associated Fisheries.

**Notes:**

Section 6 of the Monopolies and Mergers Act 1965 enables the Board of Trade to refer a merger or proposed merger to the Monopolies Commission in either one of the following cases:

(a) Where the merger would lead to or intensify a 'monopoly'.
(b) Where the value of the assets taken over exceed £5 million.

The formal reference of this merger was made to the Monopolies Commission on May 10 and the report was received by the Board of Trade on August 16 – nearly four weeks ahead of the statutory time limit.

Following the reference to the Monopolies Commission United Drapery Stores Ltd. indicated that their offer was conditional upon any necessary clearance under the Monopolies and Mergers Act by October 15.

The President has asked UDS to give an assurance that they will not now proceed with their formal bid for Montague Burton.

In reaching their conclusion the Commission made the following points:

(a) The merger would seriously reduce competition between two groups who have been particularly intensive rivals in the past: the merger would make a significant difference to the competitive situation and a material difference in the structure of the trade. It seemed to the Commission unavoidable that a material reduction in competitive pressures would result and that there would be a specific risk that the merger would lead to increased retail prices.
(b) The Commission found that during 1966 Burton and UDS together accounted for about 36 per cent of the sales of men's suits, and significantly more of the cheaper suits sold in the United Kingdom.
(c) The investigation did not substantiate the UDS claim that the assets of the men's tailoring business of Burton were relatively under-utilized.
(d) The Commission saw no scope for significant economies of scale either in longer runs in the production of cloth or in the operaton of the retail shop chains.
(e) The merger was unlikely to bring any benefit which the two companies would not be able to achieve separately.
(f) The merger was not essential for the purpose of providing future top management for Burton.
(g) The combined group could be expected to exercise to the full their increased purchasing power to keep the prices of materials down. The Commission considered that it did not follow that it would necessarily be in the public interest to attempt to curtail this power, although the possibility of damaging the woollen textile industry was an added consideration against the merger.

The report has been published as a Command paper (Cmnd. 3397; price 4s. 3d.). Copies of the report are available from HMSO Bookshops in London and from Government Bookshops in the provinces and normal trade outlets. (Copies by post 4s. 9d.).

## *President's letter to United Drapery Stores chairman*

MR. ANTHONY CROSLAND, President of the Board of Trade, wrote on September 15 to Mr. J. A. Sampson, chairman and managing director, United Drapery Stores Ltd., as follows:

'Thank you for your letter of September 14 in which you suggest that there was a leak of confidential information in advance of the publication of the Monopolies Commission's Report on the UDS/Burton merger.

'I can assure you that the Board of Trade are fully alive to the importance of maintaining complete secrecy about merger transactions which come to them for consideration, in view of the obvious risks of speculation and confusion on Stock Markets. They have accordingly adopted strict security arrangements which reduce to a minimum the number of people who see such information, and the need to exercise the utmost care in handling this information has been impressed on all of them.

'Nevertheless, I was myself concerned about the newspaper speculation on this case which began some weeks ago and which appeared to be crystallizing early this week. I had, therefore, already ordered an inquiry to be made, before I received your letter, to see whether there had been a leak anywhere in the Government machine or in the Monopolies Commission. I will let you know the results of this inquiry.

'As the Press were informed of your request for an inquiry, I am making copies of this letter available to them.'

**Note:**

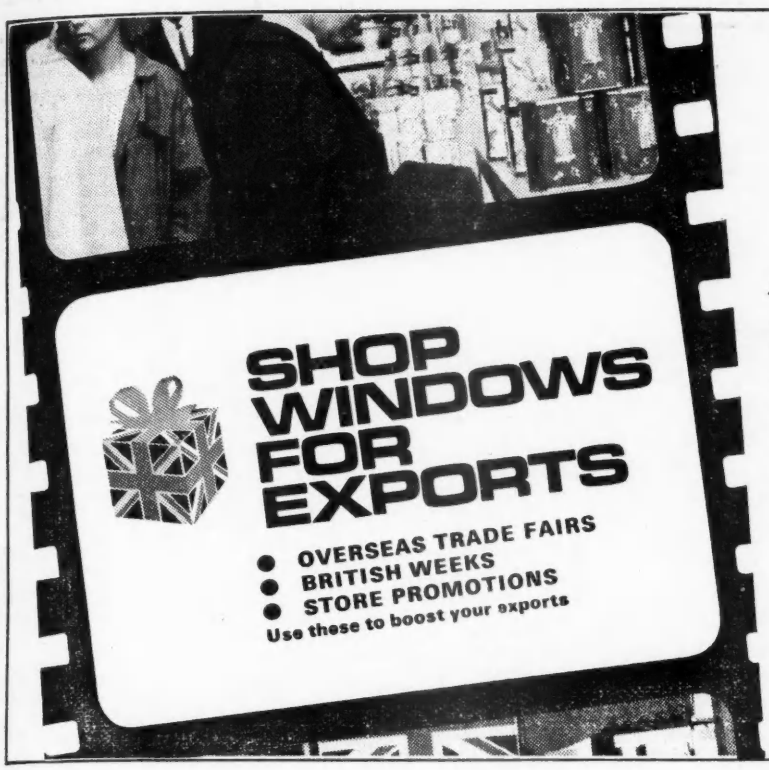
Reports attributed to a Board of Trade spokesman on September 14, a statement that there had been no leak from the Board of Trade. The Board had said in response to inquiries as to whether any advance copies of the Press Notice or the Report had been issued, that they had made no advance release of this information to the Press before the general release at 12 noon.

### IMPORTANCE OF AIR MAIL

*All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.*

*Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.*

*Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.*




## A New Film for all Exporters

This 24-minute, 16mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

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## Cotton trade unions see President

FOLLOWING a request from the Trade Unions in the textile industry, Mr. Anthony Crosland, President of the Board of Trade, met a delegation from the Unions led by Mr. Lewis Wright of the United Textile Factory Workers Association, on September 15.

The Union representatives outlined the serious difficulties currently facing the whole textile industry and put forward suggestions for action by the Government to relieve them.

The President said that he intended to make a close study of the textile situation, and of the problems now facing the industry. He would take full account of what had been said by the delegation. He thanked the representatives for the frank and constructive way in which they had expressed their views.

## Mr. Mallalieu to visit wool textile industry

MR. J. P. W. MALLALIEU, Minister of State, Board of Trade, is to pay a three-day visit from September 27 to September 29 to the wool textile industry.

On September 27 Mr. Mallalieu will visit John Foster & Son Ltd., Blackdyke Mills, Queensbury, Bradford (worsted spinners and manufacturers) and will later be guest at a luncheon to be given by John Holdsworth & Co. Ltd., Halifax (spinners and manufacturers of moquettes). In the evening he will have a meeting with the Halifax Trades Council.

The next morning Mr. Mallalieu will visit Taylor & Lodge Ltd., Rashcliffe Mills, Huddersfield (worsted cloth manufacturers), and will be host at a luncheon for leading representatives of the textile trades union. This will be followed by a visit to the Wool Industries Research Association, Torridon, Leeds.

On the morning of September 29, Mr. Mallalieu will visit J. J. L. & C. Peate (Guiseley) Ltd., Nunroyd Mills, Guiseley, Leeds (woollen cloth manufacturers), and will be guest at a luncheon to be given by the Wool Textile Delegation.

## Increasing trade with Finland

SPEAKING AT A luncheon of the Finnish/British Trade Association in Helsinki on September 14, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that the United Kingdom was more than willing to put at Finland's disposal the knowledge which had been acquired in carrying out major developments in electricity production from nuclear power in the United Kingdom.

'Indeed, the body which has perhaps the greatest knowledge of what has been and what can be done, the UKAEA, has, as many of you will know, appointed a resident representative in Finland. He and the authority which he represents are, I believe, even now providing most useful help to those responsible for the development of electrical power generation in this country.'

Mr. Mallalieu, who was in Finland to visit Navigare '67 (*see page* 714) added that an increase in trade between Finland and the United Kingdom had taken place to our joint advantage and that he looked forward to a continuing increase in the future. The United Kingdom Government would certainly play their full part in keeping open the channels through which trade must flow.

'Indeed, HMG have consciously accepted that in areas such as the production of paper and other forest products, the interests of EFTA must greatly increase the competition faced by United Kingdom industry. Results are already visible for Finland whose suppliers have increased their share of the United Kingdom market for imported paper and board from 15 per cent in 1959 to 24 per cent in 1966. In this context I should add that the United Kingdom Government are aware of the balance of payments problem which currently beset Finland. We are no strangers to balance of payments problems. We therefore have sympathy and understanding for the need which the Finnish authorities now feel, to take some measures which will save foreign exchange by making it more difficult for Finns to import goods from abroad. In the past Finland has succeeded in working herself out of bad economic patches. I am sure this will happen again, and look forward to a time, not too far distant I hope, when the Finnish authorities will be able to start to relax some of the present measures which restrict the flow of imports. I think I am entitled, as a representative of the country which is Finland's largest customer, to express the hope that when relaxation comes, the interests of this customer will be borne fully in mind.

Mr. Mallalieu continued: 'At this moment Her Majesty's Government are, as you know, seeking to negotiate accession to the Treaty of Rome which established the European Economic Community. We believe that it will be in the interest of all our trading partners that we should enter the Community, thus widening the 'home market' of the United Kingdom and in the process increasing the prosperity of our country which will continue to draw supplies from the world at large. I know that the enlargement of the European Economic Community presents problems for Finland. As I said earlier, however, successive Finnish Governments have shown great skill in finding solutions to problems of this kind. I can assure you that as and when an expansion of the free-trading area of Europe takes place, Finland can rely on the steady support of Her Majesty's Government in seeking arrangements whereby Finland can have her full share of the benefits which flow from such freedom of trade.'

## Imports of coffee

THE BOARD OF TRADE have issued Notice to Importers No. 1199, dated September 22.

Imports of 'coffee, *other than husks or skins*, and extracts, essences or concentrates of coffee and preparations based thereon' (ex headings 09.01 and 21.02 of the Customs Tariff) from any source may be made only against individual import licences.

This Notice (No. 1199) consolidates and supersedes all previous Notices relating to coffee (Nos. 1080, 1103, 1120, 1143, 1162, 1169 and 1177) and details the licensing arrangements for the period October 1, 1967 to September 30, 1968. The International Coffee Agreement and the International Coffee Organization are referred to below as the 'Agreement' and the 'Organization' respectively.

### Coffee consigned from member countries

Coffee consigned from countries which are members of the Agreement (they are listed in the Annex to this Notice) will continue to be admissible, without restriction on quantity, under the Open Individual Licences issued in the 'COFI' series. The validity of these licences is hereby extended to September 30, 1968 and their scope is automatically extended to embrace all countries listed in the Annex. Licence documents should not be returned to the Board for re-validation.

It should be noted, however, that imports under these licences may be made only on presentation to HM Customs and Excise of *either*

a valid certificate of origin issued by a member country on or after April 1, 1967, having attached to it, in accordance with the special instructions for the use of coffee export stamps issued by the Organization, official coffee export stamps corresponding to the net weight of the green coffee or its equivalent, and bearing the appropriate codes relating to the coffee year in which shipment was made and to the country of origin;

*or* a valid certificate of re-export issued on or after April 30, 1967, under the terms of the Agreement.

Coffee accompanied by a certificate of origin or re-export marked 'New Market' or which bears evidence that the original destination was a country listed in Annex B of the Agreement may not be imported into the United Kingdom.

Traders who wish to import coffee consigned from member countries but who do not yet hold an open individual licence may apply on form ILB A to the Board of Trade, at the address given at the foot of this Notice.

Consignments for use in foreign going ships or aircraft and consignments not exceeding 300 kilogrammes net of green coffee, or the equivalent thereof (see table below), are exempted from the certificate system but remain subject to import licences except where exempted by Customs under their concessionary arrangements for samples and gifts.

Table of equivalents:

| | | | |
|---|---|---|---|
| Green coffee | 300 | kilogrammes net | ( 662 lbs.) |
| Roasted coffee | 252 | " " | ( 556 lbs.) |
| Soluble or liquid coffee | 100 | " " | ( 221 lbs.) |
| Coffee berries | 600 | " " | (1,323 lbs.) |
| Parchment coffee | 375 | " " | ( 827 lbs.) |

### Coffee originating in member countries but consigned from non-members

Specific licences will continue to be issued without any quantitative limitation for imports of coffee originating in a member country but consigned from a non-member country, if accompanied by stamped certificates of origin or certificates of re-export as described above.

### Coffee originating in and consigned from non-members

In accordance with Article 45 of the Agreement, a quota for coffee imported from non-participants, based on imports into the United Kingdom over the calendar years 1960/1962, has been established at the level of 320 tons (in terms of green coffee) for the period October 1, 1967, to September 30, 1968. It will be shared between applicants mainly in proportion to their imports from these sources over the years 1964 to 1966 inclusive but account will also be taken of continuity of trade and of the type of coffee in question.

Importers wishing to participate in this quota should submit a statement on the following lines to accompany their licence application forms:

'I/We declare that the quantities of coffee consigned from countries not acceding to the International Coffee Agreement, (i.e. countries other than those listed in the Annex to Notice to Importers No. 1199), cleared through HM Customs by me/us acting on my/our own behalf, or by a clearing agent on my/our behalf in each of the three years 1964/1966, were as follows:

| In cwts. (actual weight) (Each country and type of coffee – green, roasted, soluble, etc. – to be separately specified) . . | 1964 | 1965 | 1966 |
|---|---|---|---|

Signed.....

Status .....

(Proprietor, partner, company director, company secretary).'

Date.....

**Note:**

The importer for this purpose is the principal on whose behalf the Customs Entry was signed and the date of the Customs Entry is to be taken as the date of importation.

Processed coffee (i.e. ground coffee, soluble extracts, concentrates) will, for the purpose of these arrangements, be regarded as originating in the country in which it was manufactured.

Applications for quota licences and the required statements should be sent to reach the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1, by October 13, 1967, at the latest. Licences will be made valid to the end of the new 'coffee year', i.e. to September 30, 1968.

### Notes for the information of importers and exporters of coffee

The following notes are solely to assist traders in understanding certain aspects of the 'certificate system' and are not part of the Notice to Importers. Inquiries concerning these notes should be addressed to the Ministry of Agriculture, Fisheries and Food, Tropical Foodstuffs Branch, Great Westminster House, Horseferry Road, London, S.W.1 (Tel. 01-834 6511, Ext. 219 or 6667).

### Export of coffee from the United Kingdom

The Agreement provides for the issue of certificates of re-export. A certificate is necessary when coffee which has entered the country is subsequently exported in the same form and also when the coffee has changed its form – for example, when different types or grades of coffee have been blended or when green coffee has been processed into roasted, liquid or soluble coffee. Every export of coffee from the United Kingdom, in whatever form, should be covered by an official certificate of re-export which has been certified by an agency designated for that purpose. For exports to member countries the original certificate should accompany the shipping documents to ensure import clearance. A copy of the certificate will be forwarded to the International Coffee Organization by the certifying agency. For exports to non-member countries the certifying agency will, as from October 1, 1967, retain the original certificate and forward it together with a copy to the International Coffee Organization.

Chambers of Commerce affiliated to the Association of British Chambers of Commerce have been designated as the certifying agencies qualified to issue such certificates in the United Kingdom. Certificate forms may be obtained from offices of the Chamber in Avonmouth/Bristol, Birmingham, Hull, Liverpool, London, Manchester, Newcastle-upon-Tyne, Southampton, Glasgow, Leith and Belfast. They should be completed by the exporter in respect of each consignment in accordance with the instructions printed thereon and with the Chamber's rules.

### Exemptions

The small quantity exemptions from the need to furnish certificates, referred to in paragraph 5 of the Notice to Importers, apply equally to exports of coffee.

### Splitting of certificates for parcels of coffee in transit

A single certificate of origin or re-export covering a parcel of coffee in transit may be exchanged for two or more replacement certificates. Replacement forms and instructions for their completion may be obtained from the above-mentioned certifying agencies. Certificates of origin or re-export issued, prior to April 1, 1967, or April 30, 1967, respectively, will not be accepted as valid documents for exchange into replacement certificates.

### Change of destination

If the destination shown on a covering certificate is not that into which the coffee is being imported, the instructions issued by the International Coffee Organization require the holder of the certificate to have the entry corrected by an authorized certifying agency (either in the United Kingdom or elsewhere).

### International Coffee Agreement

LIST OF MEMBERS

| Exporting Members | Importing Members |
|---|---|
| Brazil. | Argentina. |
| Burundi. | Australia. Including: Papua, New Guinea. |
| Cameroon. | Austria. |
| Central African Republic. | Belgium. Including: Luxembourg. |
| Colombia. | Canada. |
| Congo (B). | Czechoslovakia. |
| Congo (D.R.) | Denmark. |
| Costa Rica. | Federal Republic of Germany. |
| Cuba. | Finland. |
| Dahomey. | France. Including: French Guiana, Guadeloupe, Martinique, Reunion, Comores, New Caledonia, Polynesia, French Coast of Somalia. |
| Dominican Republic. | Italy. |
| Ecuador. | Japan. |
| El Salvador. | Netherlands. |
| Ethiopia. | New Zealand. Including: Cook Islands, Niue Island, Tekelau Islands. |
| Gabon. | Norway. |
| Ghana. | Spain. |
| Guatemala. | Sweden. |
| Haiti. | Switzerland. |
| Honduras. | Tunisia. |
| India. | USSR |
| Indonesia. | United Kingdom. Including: Hong Kong. |
| Israel.* | United States of America. |
| Ivory Coast. | |
| Jamaica. | |
| Kenya. | |
| Liberia. | |
| Malagasy Republic. | |
| Mexico. | |
| Nicaragua. | |
| Nigeria. | |
| Panama. | |
| Peru. | |
| Portugal. Including: The Azores and Madeira, Angola, Cape Verde Archipelago, Portuguese Guinea, Archipelago of São Tomé and Principe, Mozambique, Macao and Timor. | |
| Rwanda. | |
| Sierra Leone. | |
| Tanzania. | |
| Togo. | |
| Trinidad and Tobago. | |
| Uganda. | |
| Venezeula. | |

*Accession pending.

## *Imports of refined sugar*

THE BOARD OF TRADE have issued Notice to Importers No. 1197. The simplified licensing arrangements for imports of refined sugar, announced originally in Notice to Importers No. 1144 of March 12, 1966, are being continued once again on the same basis for the next six months. The validity of open individual licences (prefixed 'AS') is hereby extended from September 30, 1967, to March 31, 1968. (Licence documents should *not* be returned to the Board for amendment.)

These licences continue to serve also to clear any Negotiated Price Quota sugar which polarizes at more than 98 degrees and are valid for imports from all sources except Southern Rhodesia.

Licence-holders should continue to make regular monthly returns of quantities imported under their licences, by country of origin; they should reach the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1, not later than the 10th of each month.

## *Imports from China*

NOTICE TO IMPORTERS No. 1182 dated March 2, 1967, gave details of licensing arrangements for imports from China during 1967. Notice to Importers No. 1198 dated September 20 gives preliminary information about the licensing arrangements for 1968. Further information will be made available when final details have been settled.

As in 1967, licences to the full value requested will be granted for items listed in Annex A to Notice No. 1182 mentioned above. Quotas for items listed in Annex B in that Notice will not be less than those for 1967. Open individual licences will continue to be issued for imports of eggs and egg products.

Arrangements for licensing against the cotton and rayon fabrics quotas, the manufactures of cotton, linen and man-made fibres quota and the silk fabrics quota, will be set out in a later Notice. For all other quotas, applications for licences will be considered on the basis of evidence of firm offers by the suppliers and subsequent acceptance by the United Kingdom applicant. As licences will not be issued in excess of quotas, applicants are advised to ascertain whether a portion of a quota can be reserved on their behalf before concluding contracts. Requests for reservations against 1968 quotas may be made at once, but it should be noted that reservations can be made only against current offers and that licences will be issued only against offers and contract documents dated after the issue of this Notice (September 20, 1967). Licences will not be valid until January 1, 1968.

Since certain quotas have in past years been under considerable pressure, a preliminary examination will be made of all applications (and evidence) received by October 6 and no entitlements will be decided prior to this date. Past trade may also need to be taken into account where items are known to be sensitive.

Balances remain on several 1967 quotas and until December 31, 1967, licences will still be issued against them. In the following cases, however, the quotas have been fully, or virtually fully, allocated and further licences will be made valid only for imports on and after January 1, 1968:

**Food:**

Fish and shellfish – **other than** fish packed in airtight containers, frozen fish, prawns, caviare and other fish roes and fish paste.
Fruit:
Apples, canned and bottled. Plums, canned and bottled.
Meat and meat products – frozen or in airtight containers:
Canned pigmeat, including ham.
Canned meat, other than pigmeat.
Vegetables:
Asparagus, green beans, beetroot, broccoli or cauliflower, Brussels sprouts, carrots, celery, cucumber (other than gherkins), herbs, lettuce and endive, mushrooms, onions (dry bulb) and shallots, green peas, radishes, rhubarb, spinach and turnips:
Dried (excluding herbs, dried, in bulk),
Canned or bottled.
Milk processed, canned or dried.

Note: **Butter** – A balance is still available on the quota for butter which ends on March 31, 1968. No reservations can yet be made for deliveries after that date.

**Textiles and apparel:**

Footwear (other than entirely of raffia, straw, twine or rope).
Gloves of all kinds.
Silk apparel, other than gloves, stockings, socks, squares, scarves and headgear.
Silk squares and scarves.
Silk yarns.

**Other commodities:**

Basketware of cane, wicker or willow.
Clocks (both alarm and non-alarm).
Cutlery.
Enamelware.
Hurricane lamps.
Pencils and crayons.
Pottery.
Toys and games.
Vacuum flasks.

Agricultural and food imports will, of course, continue to be subject to the appropriate animal, public and plant health requirements.

## *Applications for temporary exemption from import duty*

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 6, 1967.

| Tariff Heading | Proposed definition for tariff purposes | Asked for as | Exemption required until | Reference |
|---|---|---|---|---|
| 28.38 | Thallous sulphate | As in previous colujn | December 31, 1967 | 13084 |
| 29.25 | *a*-Chloro - N - *iso*propyl-acetanilide. | 2 - Chloro - N - isopropyl-acetanilide. | December 31, 1967 | 13033 |
| 29.25 | Methyl 3-(*m*-tolylcar-bamoyloxy) - phenylcar-bamate. | 3 - Methoxycarbonyl-aminophenyl N (3-methy - phenyl) car-bamate. | December 31, 1967 | 13069 |
| 29.30 | 1-*iso*Cyanato-octadecane | Isocyanato octadecane | December 31, 1967 | 3399 |
| 29.30 | Dimethylamine-borine | Dimethyl amino borane | December 31, 1967 | 13065 |
| 29.35 | 2 - Aminobenzothiazole-6-carboxylic acid. | As in previous column | December 31, 1967 | 13075 |
| 29.35 | 2 - Amino - 6 - chloroben-zothiazole hydrochloride | As in previous column | December 31, 1967 | 13076 |
| 29.43 | D-Arabinose | As in previous column | December 31, 1967 | 1188 |
| 29.43 | D-Melibiose | Melibiose | December 31, 1967 | 13083 |
| 51.02 | Monofil wholly of fluoro-carbon polymer. | Monofilament yarn | December 31, 1967 | 9679 |
| 81.04 | Chromium, electrolytic, in the form of cathode chips. | Electrolytic chromium metal | December 31, 1967 | 9636 |

## *Application for re-imposition of import duty*

The Board of Trade, Tariff Division, have received an application for the re-imposition of import duty, as from December 30, on the following item, which is at present temporarily exempt from import duty.

| Tariff Heading | Description | Reference |
|---|---|---|
| 29.26 | Guanidinium nitrate | 6690 |

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## *Census of Production for 1967*

ARRANGEMENTS for the Census of Production to be taken in 1968 in respect of the year 1967 have now been settled after consultation with the Census of Production Advisory Committee.

The census for 1967 will be on similar lines to the simplified censuses taken in respect of the years 1964 to 1966. It will include firms engaged in manufacturing, construction, mining and quarrying, and water supply. The questions asked will again relate only to capital expenditure and to stocks and work in progress. Exceptionally, additional information about employment will be required from the construction industry.

As for 1966, the regular returns from contributors to the Board of Trade's voluntary monthly or quarterly inquiries into stocks and capital expenditure – now over 2,000 drawn from the largest firms and covering about two-thirds of the total stocks and capital expenditure of manufacturing industry – will be supplemented by returns from some 1,600 additional manufacturing businesses. These extra returns will help to make possible estimates of stock changes and capital expenditure, for 1967 as a whole, in greater industry detail and with greater reliability than is possible with the figures provided by the voluntary contributors alone. In general only the largest firms, not already voluntary contributors, will be approached, but in order to make possible the provision of separate figures for Scotland and for Wales some smaller firms in these countries will also be approached.

In addition, as in the past, an approach will be made to a sample of about 3,500 firms employing 25 or more persons in the construction industry.

## EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 - Telex Econ Plan 5547 - message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 - Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 - Telex 84126 - prefix 'for COI').

SOUTH WESTERN: Mr. W. J. .D. Irving, The Pithay, Bristol, 1. (Bristol 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

## *ECGD guarantees £3¾ million Russian contract*

THE Export Credits Guarantee Department has signed a Financial Guarantee covering the sale of equipment for urban telephone cable production to the Soviet Union.

The contract, worth approximately £3.75 million, is between the General Engineering Co. (Radcliffe) Ltd. of Manchester and V/O Technoproimport of Moscow.

The loan, which is for about £2.85 million, is being made available by Barclays Bank Ltd., acting on behalf of themselves and the Midland Bank Ltd., and is repayable over a period of seven years.

## *£7½m. worth of machine tools for Russia*

THE Export Credits Guarantee Department has signed Financial Guarantees in respect of two contracts worth £7.46 million for the sale of machine tools to the Soviet Union.

A Financial Guarantee signed on September 15 covered a loan of approximately £1.79 million being made available by the Midland Bank in respect of the £2.24 million contract signed on September 14 between a Midlands firm of machine tool manufacturers and V/O Stankoimport. The loan is repayable over seven years.

On September 12 a Financial Guarantee was signed with Barclays Bank covering a loan of approximately £4 million in respect of the Coventry Gauge and Tool £5.22 million contract with Stankoimport: this was also repayable over seven years.

## *Wine and spirit export procedure*

THE COMMISSIONERS of Customs and Excise wish to draw attention to changes they have approved in the present procedure for the exportation from bonded warehouse of wine and spirits in large containers.

In future a container will be permitted to collect part loads from different warehouses; and where wine only is being exported a 'sheeted' (as opposed to a solid box type) container may be used. Traders who wish to take advantage of these facilities should consult the Officer at the bonded warehouse involved.

## *Hospital equipment mission to Italy*

BNEC AND THE Ministry of Health are organizing an outward Hospital Equipment Mission to Italy from November 22 to December 2 to exploit openings created by the visit of an inward mission of hospital and health officials from Italy in June. Some 14 firms have already indicated their intention to take part. Others interested in the few remaining vacancies should contact Mr. Brian Longfellow at the Ministry of Health, 14 Russell Square, London, W.C.1, or Mr. David Berkley at BNEC, 6-14 Dean Farrar Street, London, S.W.1.

## *Birmingham mission to Mexico*

A MISSION sponsored by the Birmingham Chamber of Commerce Latin America Executive Committee will visit Mexico from November 21 to December 9. It will have the support of the British National Export Council. The leader will be Mr. F. E. Mills, joint managing director of B.I.P. Plastics Limited. The company has a subsidiary operating in Mexico.

The chief opportunities in Mexico lie in the field of machinery and capital goods generally, and in association with local manufacturing concerns through joint ventures, licensing and know-how agreements and the like. The membership of the group has been drawn up to take account of these factors; the companies represented include manufacturers and suppliers of capital goods, a bank and finance house, and a consulting engineer. The members will thus be in a position to complement each other in the goods and services that they can offer.

The visit is conceived as a follow-up to the successful British Industrial Exhibition held last October in Mexico City.

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## *Mission to Latin America*

A MISSION from the Manchester Chamber of Commerce (in association with the British National Export Council) is to visit the Central American Common Market, (Guatemala, Honduras, El Salvador, Nicaragua, Costa Rica) and Panama including the Canal Zone. The programme of visits beginning on October 23 with a two days' stay in Mexico City, has been formally approved by HM Government Posts overseas. The tour will conclude at Port of Spain (Trinidad) on November 29.

## *23-strong trade mission for Canada*

ONE OF THE largest-ever London Chamber of Commerce trade missions is to visit Canada from October 9-31. The mission will be led by Lord Tweedsmuir, chairman of the Chamber's Canadian section.

The 23 members represent a wide range of British products in both the capital and consumer goods fields. The composition of the group has been selected to meet the requirements of the Canadian market and in particular the specific markets of the Atlantic provinces which include fishing and agricultural equipment, food processing, and water treatment. Three members of the mission will be investigating prospects for the sale of sewage equipment and also the possibilities of co-operating with Canadian industry on a joint venture basis. Other capital goods products represented include shipbuilding, marine diesel engines, industrial switchboards and hydraulic couplings.

There will also be a strong representation for British consumer goods including textiles and worsted, footwear, pottery, diamond cutting and sailcloth.

The mission's itinerary will be based on the East Coast of Canada and includes Quebec, New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland. In each province an extensive schedule has been arranged by the British posts and the local chambers of commerce including meetings with leaders of Government and commerce as well as individual programmes.

## *New experiment with chemical information services*

THE OFFICE for Scientific and Technical Information (OSTI) has awarded a grant of £56,000 to support an extended programme of work to be carried out by the Chemical Society's Research Unit in Information Dissemination and Retrieval at Nottingham University for the next two years.

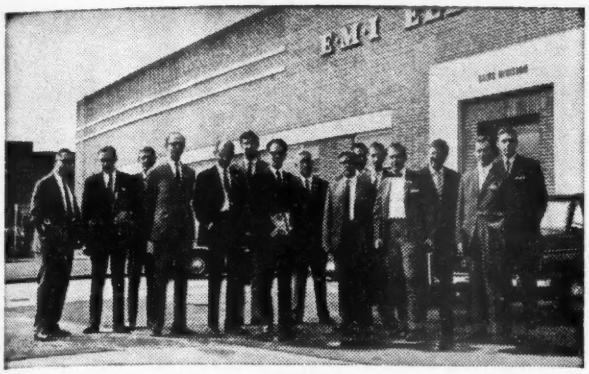
OSTI will also organize a one-year experiment in which the above Research Unit will provide mechanized chemical information services to 500 Ph.D. chemistry students in their final year. This scheme will be operated by a small number of liaison scientists, and grants for the support of these scientists have been offered to Chelsea College of Science and Technology (£2,900), the University of Edinburgh (£3,000), the University of Oxford (£1,900), University College, London (£2,250), the University of Warwick (£2,200), and the University of York (£1,900).

## *'Overseas Development' journal*

THE Ministry of Overseas Development deals with many inquiries from firms who wish to know where aid funds are being disbursed and in what sectors orders are being placed by the recipients. In recent years at least two-thirds of the £200 million British aid disbursed each year has resulted in orders placed in this country.

To assist interested firms and individuals a quarterly list will be published in the Ministry's periodical 'Overseas Development' of current aid commitments. This list will show, where possible, the purposes of the loans or grants, and the extent to which they remain undrawn at the time of publication.

The purpose of the aid programme is to help the developing countries improve their standards, but only a part of it is a cost to the balance of payments; the aid programme does provide opportunities for individual firms to secure orders and improve their overseas contacts.



*Members of the Swedish Trade Mission began their 10-day tour of British electronics companies with a visit to EMI Electronics at Hayes on September 18. The mission is being sponsored by the British Electronic Valve and Semiconductor Manufacturers' Association (VASCA) and the British National Export Council. The picture shows the delegation outside the offices of EMI Electronics. Left to right: Mr. J. Sharpe, commercial director, EMI Electronics, Mr. L. H. Blaxell, British Embassy, Stockholm, Mr. Nils Persson (Standard Radio & Telefon), Ing. B. G. Wingren (KFF), Mr. B. Pilsater (FTL), Mr. L. Larsson (Kingliga Telestyrelsen), Mr. B. Runaker (FTL), Mr. M. G. Mason (VASCA), Mr. H. Steyskal (Forsvarets Forskning sanstalt), Mr. D. Berkley (BNEC), Ing. O. Grondahl (Philips Teleindustri), Civ. Ing. P. O. Harris (L. M. Ericsson Telefon), Ing. J. Osterlund (SATT), Ing. L. Tedeman (SAAB), Mr. J. Hedman (Svenska Radio).*

## *Plasma torch described in 'New Technology'*

SCIENTISTS at the Royal Armament Research and Development Establishment, Fort Halstead, Sevenoaks, Kent, have developed a new process for carrying out a wide range of cutting, welding and spraying operations. Their work on a small and inexpensive plasma torch that will plug into a household 13-amp socket is described in the September issue of 'New Technology' which was published on September 14.

'New Technology' is obtainable on application to the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1 (Tel. 01-928 2345, Ext. 414).

## *New structural steelworks at Kirkcaldy*

A £250,000 FACTORY TO make steel structural members for the pre-engineered industrialized building system of Butler Buildings (UK) Ltd. – the company's sole European manufacturing plant – was opened at Kirkcaldy, Scotland, on September 14 by Lord Clydesmuir, chairman of the Scottish Council (Development and Industry).

Already they have half a million pounds' worth of business on their books from Scotland alone, and the first load of steel left the factory on opening day bound for the new town of East Kilbride. Other orders and inquiries have come from Austria, Eastern Europe and Malaysia.

The new factory stands on a 7½-acre site and is the firm's eleventh throughout the world. Eventually it will produce the entire range of Butler building units used in large industrial and commercial buildings, and it is estimated that more than a quarter of the annual output will be exported.

## *New London office for N I Ministry of Commerce*

THE Northern Ireland Ministry of Commerce – whose financial assistance, factory building programme and other facilities for industrialists planning expansion are well known – has moved its London office from 13 Lower Regent Street to 11 Berkeley Street, W.1.

Inquiries, by letter or telephone, should now be addressed to: Northern Ireland Ministry of Commerce Representative, Ulster Office, 11 Berkeley Street, London, W.1 (Tel. 01-493 0601).

## *More government factories for Mid-Wales*

THE SECRETARY of State for Wales, Mr. Gledwyn Hughes, announced on September 13 that the Government had decided to step up the pace of factory building in Mid-Wales as part of their plans to strengthen the area's economy and to combat depopulation.

He said that notwithstanding the 'freeze', advance factories in Mid-Wales had been outstandingly successful in attracting industry and the Government planned to build on this success. Of eight advance factories previously approved, seven were let even before building began. The Mid-Wales Industrial Development Association hoped to find a tenant for the eighth, at Dolgellau, before the factory was completed. The Government aimed to increase the rate of approvals so that there would be two advance factories, instead of one, available in Mid-Wales to attract new industry. This was in addition to factories built to foster expansion at Newtown and Rhyader.

The first of a further programme of advance factories was to be built at Llanidloes, Montgomeryshire, with finance from the Development Fund. In addition to its effect on depopulation, this 10,000 square feet factory would help the town to counter a threat of higher unemployment arising mainly from the run down of work on the Clewedog reservoir. The new factorw at Llanidloes would be the 20th Government factory to be built in Mid-Wales (18 had been financed by the Development Commission and two by the Board of Trade). Also, Government financed extensions had already been approved for five of these factories.

Mr. Hughes said: 'I am confident that this new enterprise at Llanidloes, like the other which the Development Commission have sponsored in Mid-Wales, will mark a further successful stage in the growth of our economy in the area. I would like to thank the Mid-Wales Industrial Development Association for their assistance in letting these advance factories and in getting the enterprises under way.

'This is a policy of proved effectiveness for Mid-Wales. So we intend to step it up. So far a tenant has had to be found for each factory under construction before another one could be started. From now on we shall be ready and willing to start building a second factory while there is still one in hand which the MWIDA are in process of letting. On this basis I am already considering where the next developments, after that at Llanidloes, should be, and have in mind that appropriate locations would be Bala, Brecon and Lampeter.

'We are also studying the proposals for the expansion of Rhayader, and our consultations are proceeding on the establishment of the Mid-Wales Development Corporation whose initial task will be to double the size of Newtown.'

## *'Employing women: the employers' view'*

OBSTACLES TO THE employment of women from the employers' point of view are discussed in the booklet 'Employing Women: the Employers' View', the interim report of a working party set up by the Confederation of British Industry in July 1966 to examine the role of women in industry.

Starting from the assumption that industry is not making the best use of women's capabilities, the working party, chaired by Miss M. G. Hampshire, Principal of Cheltenham Ladies' College, decided to report initially on the view of employers on the obstacles, both real and imagined, to the employment of women, concentrating primarily upon those employed below the management, professional or supervising grades.

The Report identifies four main differences in the factors governing the employment of men and women: family commitments and associated problems; different aptitudes and capabilities; attitudes to women in employment; and difficulties stemming from legislation. The study points to a need, says the Report, 'for employers, including those who do not at present employ women to re-examine existing attitudes and practices'. It concludes by suggesting a number of practical ways of tackling the obstacles to the employment of women.

Copies of the Report, price 5s., may be obtained from the Confederation of British Industry, 21 Tothill Street, London, S.W.1.

## Short courses in tourism

Two short courses in tourism are being organized by the University of Surrey in co-operation with the British Travel Association in the autumn of this year. The courses are devoted to the examination of the tourist phenomenon and deal with the tourist market, organization, services, marketing, planning and development. They consist of lectures and group discussions and are designed primarily for executives in their twenties and thirties with some previous background of study and/or experience in tourism who seek to widen their understanding of tourism through intensive systematic study. Consideration will also be given to other applicants with the same reasons for wishing to attend but their attention is drawn to the fact that these are courses of tourist studies and not conferences.

The courses consist of a part-time course held during October and November at the University in Battersea and a one-week full-time residential course from December 11 to 15 at Richmond, Surrey.

Copies of prospectuses for both courses may be obtained by writing to: Short Course Organizer, Department of Hotel and Catering Management, University of Surrey, London, S.W.11. Several scholarships which cover the course fee and travelling expenses of the one-week full-time course have been donated by various organizations and details appear in the prospectus. Attention of applicants from the hotel and catering industry is drawn to the grants available to employers covered by the Hotel and Catering Industry Training Board for employees who attend approved courses. Firms may be eligible for grants from the Board for both of these courses and are advised to inquire directly from the Board.

## BIM conferences

A ONE-DAY FORUM on 'People and Productivity', organized by the British Institute of Management, was held on September 12. It reviewed the negotiation implementation and performance over time of some productivity agreements.

'Preparing the British Manager for Europe' was the subject of a further BIM conference staged on September 21. It examined what is being done about the problem of training and developing managers to operate within the new environment of the European Economic Community. It is hoped to publish a report of this conference in next week's issue of the *Journal*.

## Courses in management and technical studies, Turin

THE International Centre for Advanced Technical and Vocational Training in Turin, set up under the auspices of the International Labour Organization, is offering courses in management and technical studies to employees of United Kingdom companies.

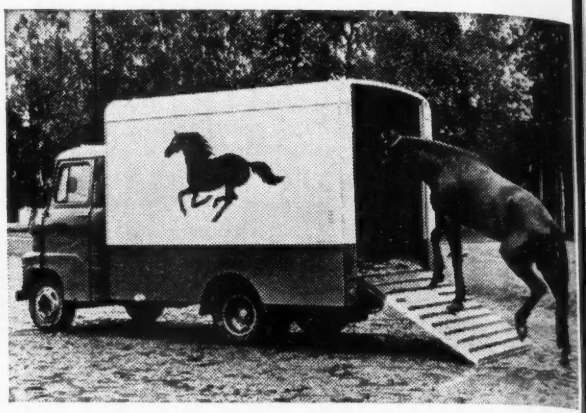
The Centre provides advanced technical and vocational training for students of developing countries, and points out the advantages to employees of British firms of advanced training in specialist skills together with the opportunity for day-to-day contact with students of other cultures.

The cost of sending an employee on a training course at the Centre would be approximately £700 for a three-month course or £1,100 for a six-month course, with all travelling, board and lodging, in-plant training, etc., expenses included.

Interested firms can obtain a brochure describing the work of the Centre and further information from The Director, International Centre for Advanced Technical and Vocational Training, 140 Corso Unità d'Italia, Turin, Italy.

## British forwarding agent becomes President of FIATA

AT THEIR 10th World Congress held in Opatija, Yugoslavia, from September 18-22, the international Federation of Forwarding Agents' Associations (Federation Internationale des Associations de Transitaires et Assimiles – FIATA) have for the first time elected as their President a British national, Mr. Derek I. Heys, a well-known forwarding agent of Liverpool and Manchester.



*This Leyland 2-tonner truck was recently delivered by Oy Suomen Autoteollisuus AB, of Helsinki, to a customer in Finland, where interest in horse racing is increasing. Capable of transporting two horses, the 2-tonner is designed for a gross rating of 4½ tons and is powered by a 60 bhp Leyland OE160 diesel engine. This is the short wheelbase version of 9 ft. 4 in.*

FIATA represents the interests of the forwarding profession at international level, and has 24 member countries with associate members in 33 countries.

Mr. Heys is senior partner of Heys Wall & Co., vice-president of the Institute of Shipping and Forwarding Agents; vice-chairman of the Liverpool Chamber of Commerce and Industry and Consul for Belgium in Liverpool.

## Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

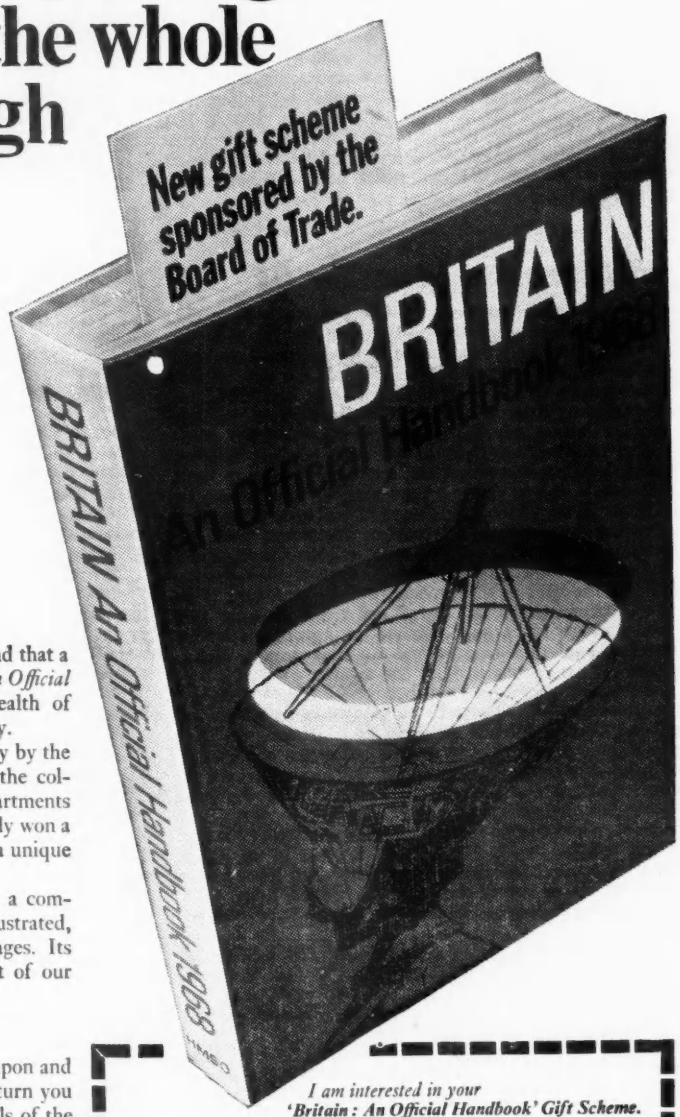
| NUMBER | GRANTEES | SUBJECT-MATTER |
|---|---|---|
| | August 22, 1967 | |
| 1,059,104 | Gevaert Photo-Producten N.V. | Method and apparatus for producing recording materials. |
| | August 24, 1967 | |
| 1,012,937 | Seifert, Kurt | Device for cooling and muffling hot gas jets. |
| 1,058,108 | Tang, Wilhelm | Multiple steerable axle units for vehicle trailers. |
| | August 30, 1967 | |
| 783,711 | Edras | Friction linings for clutches, brakes bearing journals and the like. |
| 772,744 | Henriksen, Ernst Johan Jens | Improvements relating to ball point pens. |
| | September 1, 1967 | |
| 940,577 | Agfa Aktiengesellschaft | A process for the production of electro photographic images. |
| 944,901 | Cummins, Joseph Patrick | Fishing baits. |
| 1,028,199 | Agfa Aktiengesellschaft | A process for the production of non laterally reversed positive images. |
| | September 5, 1967 | |
| 923,711 | Agfa Aktiengesellschaft | Photographic material. |
| 951,610 | Lastex Yarn and Lactron Thread Ltd. | Improvements relating to ribbed hosiery |
| 953,949 | Fabbrica Italiana Plastici Societa a responsabilita limitia. | Spherical plug cocks. |
| 990,204 | Buckland, John Vernon | Ship's derricks. |
| 1,023,145 | Canada Packers Ltd. | The preparation of vitamin D3. |
| 1,023,146 | Canada Packers Ltd. | The preparation of crystalline vitamin D3. |

Any person who claims that the patentee at the time of endorsement or any of the above patents was precluded by a contract from which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
*Comptroller*

The Patent Office.

# Send your overseas business friends a gift that lasts the whole year through




YOUR BUSINESS friends overseas will find that a gift of the 1968 edition of *Britain : An Official Handbook* provides them with a wealth of information about the Britain of today.

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# Aviation and Shipping

## Giant Cunarder launched

THE LATEST giant Cunarder, hitherto known as the 'Q4', is scheduled to be launched, following her christening by the Queen, on September 20 – the day after the *Journal* went to press.

Costing some £25 million and of 58,000 tons gross, the new liner was laid down by John Brown & Co. (Clydebank) Limited, the builders of her two famous predecessors. She will succeed to the role of the 'Queen Mary' which has just sailed on her last voyage across to America. The new Cunarder is designed to operate both as a cruising liner and on transatlantic service, and will commence her seafaring life in 1969.

## Additional Government loan for Q4

THE GOVERNMENT has agreed to lend the Cunard Steam-Ship Co. an additional sum of rather more than £6 million for the Q4.

Arrangements had previously been made to lend Cunard the sum of £17.6 million at 4½ per cent per annum towards the cost of this ship under the provisions of the Shipbuilding Credit Act 1964.

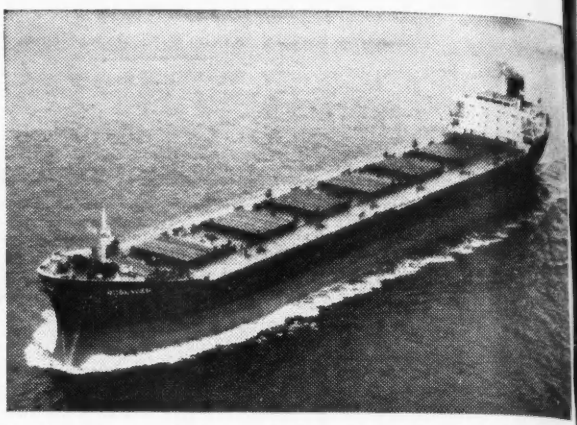
The Cunard Company approached the Government earlier this year with a request for an additional loan to facilitate the completion of the ship. They pointed out that while the original building contract had contained an allowance for escalation of wage rates and prices of materials, it had become apparent that this allowance would be inadequate to cover the increases that will take place over the four-year period between the placing of the order and the delivery of the ship. In investigating the problem, the Government sought and received helpful advice from the Industrial Reorganization Corporation. In the light of this advice further discussions were held between the Government and Cunard and their advisers. The Government and Cunard have now reached an agreement which will resolve the financial problems which the company is facing in completing the Q4 and preparing her for service.

The agreement in principle reached between Cunard and the Government is that the total loan will be increased to a sum of about £24 million. Cunard intends to form their passenger ships, including the Q4, into a new wholly-owned passenger subsidiary. The loan may be drawn upon in advance of delivery and may be divided into two parts, £14 million for a period of 12 years to the subsidiary company secured on the assets of that company, and £10 million to the main company for a period of 5 years during which repayments will be made. The rate of interest is the same as on the original loan, but will be renegotiated after three years from delivery of the Q4 in the case of the £14 million loan.

The detailed implementation of these arrangements is now being negotiated.

A spokesman for Cunard said: 'The remaining £10 million of the loan will be made to the Cunard Steam-Ship Co. Ltd. The rate of interest will be 4½ per cent p.a. throughout and repayments of the loan will not necessarily be in equal annual instalments but will be completed within 5 years from first drawing.

'This new loan agreement will relieve Cunard, at a time of continuing trading difficulties, of the strain on its cash resources involved in putting the Q4 into service. The Board of Cunard, which has been advised by S. G. Warburg and Co. Ltd. is satisfied that these arrangements are in the best interests of stockholders.'



*The largest general-purpose bulk carrier so far built for Sweden has been officially handed over to her owners. She is the 50,640 ton deadweight 'Roslagen,' shown above, constructed by Sunderland shipbuilders, Sir James Laing, for Rederi A/B Roslagen, Stockholm (Nordstrom & Thulin Group).*

## Dock labour charges

A JOINT STATEMENT was issued by the Department of Economic Affairs and the Ministry of Transport on September 14 on dock labour charges. It says that the Ministry of Transport have had under consideration a number of proposals by employers of labour at the ports for increases in their charges as a consequence of increases in costs following the introduction of the decasualization scheme.

The Government, after a careful review of these proposals against the current criteria for price increases, and with regard to the present scope for increased productivity, accept that increases in dock labour charges are unavoidable. Those employers who have provided sufficient details for their proposals to be individually examined are now being informed that the Government do not wish to object to their proposals subject to reductions that are being discussed in certain cases.

The employers concerned include the British Transport Docks Board. As they are only one of about 170 employers of labour who have proposed increases, the Government do not consider the increases in their case to be of the kind which, in accordance with the Prime Minister's statement on September 7, should be referred to the National Board of Prices and Incomes.

Although the Government have not thought it necessary at this stage to refer any of the proposals for increases in charges to the NBPI, it is their intention to review the need for examination by the Board of these charges in general in a year's time, when the benefits to productivity of the decasualization scheme will have begun to show.

**EXPORT INQUIRIES**

*Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

*It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 633 of the September 15 issue.*

**THE PATENT OFFICE**

*In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

*Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.*

*Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.*

# New Books

**Compendium of Sources: Basic Commodity Statistics.** General Agreement on Tariffs and Trade, International Trade Centre. (232 pages. GATT International Trade Centre, Villa le Bocage, Palais des Nations, Geneva. $5). In recent years interest in the problems of developing economies has focused attention on the need to explore the difficulties of trade in primary commodities of export interest to developing countries. Commodity research has intensified and the number of commodity periodicals has greatly increased, as more agencies of various kinds are now engaged in comprehensive commodity studies. The International Trade Centre has therefore compiled this new compendium to meet the demand for information created by this activity. The publication lists on a world basis the most important periodical and non-periodical sources of information on primary commodities. (A similar list dealing with processed commodities will be published in the near future). All the sources have been analyzed in terms of whether they provide information or statistics on price and market trends and in terms of the geographical area covered. The compendium is in three parts. The first describes general commodity sources, the second agricultural commodities and the third metals and minerals. Under each entry the following details are given: the name and address of publisher or sales outlet from which the publication can be acquired; title of the publication; frequency with which it appears, if periodical; the year of publication, if non-periodical; price per copy or annual subscription rates; the language or languages in which the source is published; the size of the time series is given if the information provided by the source is statistical; also whether the figures are annual, monthly, etc., and the currency in which the value-figures are expressed. All agriculture and mineral commodities are sub-divided into major commodity headings and these are given in the table of contents. Commodity and publisher indexes are also provided. The Centre fulfilled a similar need for information on statistical sources for international trade in its recently issued companion volume *Compendium of Sources: International Trade Statistics* (noted in the *Board of Trade Journal* for May 26, 1967, page 1363) and the two volumes together will provide extensive bibliographical guidance for market researchers, librarians and statisticians.

**A Bibliography of Market Surveys by Products and Countries.** General Agreement on Tariffs and Trade, International Trade Centre. (187 pages. GATT International Trade Centre, Villa le Bocage, Palais des Nations, Geneva. $5). The International Trade Centre has also recently published this additional guide to market information. It is a listing designed to make more widely known the market and marketing research reports that are available. These include studies concerned with: the market for products, including market quantifications and trade flow analysis; the marketing process, with respect to specific products; and the characteristics of national or regional markets. Both detailed studies and less comprehensive publications are noted. Generally only reports issued since 1963 are listed, a few exceptions have been made however, with respect to products or countries for which only limited information seemed available. The bibliography is divided into two parts: the first covering studies by products, listed in the order of the Revised Standard International Trade Classification (SITC) with in each case, an indication of the corresponding heading number in the Brussels Tariff Nomencature, and in alphabetical order under each heading. All such headings are given in English, French and Spanish. The second part lists national or area studies by region or country group and then by individual countries in alphabetical order. Publications covering several products or several countries are referred to under each relevant heading. The following details are given for each entry: the name of the publisher; year of publication; number of pages; and the price if known. Many of the items contained in this publication should form a useful basis for further research into a particular product or country; alternatively the list will reveal gaps in the range of studies and point to areas in which further work should be done.

**The Swedish Economy 1966-1970 and the General Outlook for the Seventies.** Swedish Ministry of Finance. (224 pages. Available from the Secretariat for Economic Planning, Ministry of Finance, Fack, Stockholm 2). This addition to the ranks of important Swedish Government reports which are also issued in English translations is a useful source of information on economic conditions in this EFTA partner of Britain. It is a translation of the main text of the 1965 long term survey, the fifth of these surveys to be prepared, and the first to be undertaken by the Secretariat of Economic Planning. The purpose of the study is to chart and analyze development tendencies in the Swedish economy, and to serve as a guide and a source of information for the use of those bodies in both the public and the private sectors which have in practice to formulate long term plans. The main section of the report begins by dealing with the resources with which production will have to be achieved in the period to 1970, and by summarizing the demand from various sectors of the economy which can be expected. It is found that the demand is substantially greater than can be achieved with the resources indicated, and political decisions will therefore be required to guide the distribution of resources within a suitable frame-work. No particular solution is recommended by the report, but principles are discussed and the effects of possible distributions of productive resources are illustrated. The largest section of the report deals in detail with the development of the major different business sectors. Finally, a more summary forecast is provided of development to 1980. The original report was supplemented by eight papers on special topics. These are not included in the translation, but are listed in an appendix. In addition, a special study of long term financial problems was undertaken in close association with the survey, and is also available in an English translation as **Financial Long-term Planning**, by Börje Kragh (157 pages. Available from A. B. Nordiska Bokhandeln, Fack, Stockholm 1, price Sw. Kr. 8). This is issued as No. 4 in a series of Occasional Papers of the National Institute of Economic Research (Konjunkturinstitutet). The study comprises a retrospective survey of the period 1955 to 1964, dealing with household saving, the distribution of saving and liquidity, and developments in the credit market, and an analysis related to the 1966-1970 long term survey of the same topics from the point of view of future developments.

**The Craft of Diplomacy**, by Sir Douglas Busk. (293 pages. Pall Mall Press. 40s.). This is the first book on the mechanics of diplomacy to appear for a number of years which is not specifically intended for the specialist: as such it should be of interest to anyone who wants to get a clear picture of what an embassy or consulate does, and how it does it. Sir Douglas Busk who, after a varied career in the Diplomatic Service, was successively HM Ambassador to Ethiopia, Finland and Venezuela is particularly well equipped to undertake this task. Businessmen will probably find that he has little to say on the duties of an embassy's commercial section that has not already been said in the pages of the *Board of Trade Journal*, but they will find it valuable to see the commercial section's work put into perspective as part of the total task of a mission in the fields of political duties, information work, cultural relations, protection of the interests of British nationals, supervision of aid programmes, and other specialized activities. Considerable attention is paid to questions of personnel – their recruitment and selection, training, deployment and welfare – and appendices give details of grading, remuneration and civil service selection procedures. The book is illustrated with a wealth of anecdotes and incidents drawn from the author's own experiences, but at the same time he draws on the experience of the Services of other countries, particularly the United States. Particularly valuable to the layman is the introductory chapter containing a 'dictionary' of diplomatic terms and phrases.

**The London Commodity Exchange.** (19 pages. Free from the Exchange, Plantation House, Mincing Lane, London, E.C.3.). The London Commodity Exchange was formed in 1954, but it is only the latest institutional form of the trading in London in imported commodities which can be traced back to the activities of the Galley Men towards the end of the 10th century. This activity has been centred on Mincing Lane since the opening of the London Commercial Sale Rooms in 1811. In this booklet the historical background is outlined, and there is a brief explanation of the functioning of futures markets. These are followed by sections dealing with the origins, activities and methods of trading of the individual market associations which collectively form the London Commodity Exchange. These deal respectively in cocoa, coffee, copra, fishmeal, general produce, jute, rubber, shellac, sugar and vegetable oils.

**Espionage and Subversion in an Industrial Society**, by Peter Hamilton. (230 pages. Hutchinson. 50s.). Industrial espionage has been much in the news lately, and is believed to be on the increase both in Britain and in other countries. The author, who has spent most of his working life in security and intelligence work in military, political and industrial contexts, sees it as not just a problem for individual firms but attempts to relate it to international political conflicts. Although some of his opinions and conclusions may be regarded as controversial, his wide practical experience enables him to write at length on the extent of industrial espionage today, the methods used, and on procedures for combatting it.

## HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel, 01-248 5757, Ext. 7146).

British Transport Docks Board
PROGRESS REPORT

# 66 vessels fly this new flag of progress

## and a new look comes to 22 U.K. ports

This is the new 'bollard' emblem of the British Transport Docks Board. It flies over every one of the Board's twenty-two ports and every one of its 66-strong fleet of tugs, dredgers and launches. It will soon be on every Docks Board vehicle, every Docks Board uniform, letterhead. . . .

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# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1967 | Stores | Location | Auctioneers |
|---|---|---|---|
| Sept. 26 & 27 | **Technical equipment and miscellaneous stores.** | **Western Command Ordnance Depot, Hereford** | **Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366.)** |

Fork lift trucks; concrete mixer; lathes; grinders; drills and other machine tools; arc welding plants and mobile workshops; generators and charging sets; batteries; reception sets and wireless equipment; binoculars; theodolites; watches; compasses; copper wire (29 tons); suction hoses; fire fighting equipment; webbing haversacks and packs; white and coloured blankets; bedsteads; furniture and mattresses; pruning saws; BD blouses and trousers; berets; socks and other clothing; MT spares; jerricans; used tyres; felling axes; small tools; teleprinters; transformers; signal equipment; aircraft spares and equipment; telescopes and periscopes; scrap canvas, webbing and rags and a large collection of miscellaneous items.

| | | | |
|---|---|---|---|
| Oct. 3 . . | **Industrial equipment and miscellaneous stores.** | **Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.** | **Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 053-2-20898.)** |

Machine tools; workshop equipment; hand tools; lead batteries; motor vehicle spares; used tyres; electric cable; wireless equipment and spares; wooden boxes and cases; flat wooden pallets, 2-way; office safes; furniture; kitchen utensils and equipment; miscellaneous crockery and glassware; clothing and textiles including BD trousers and blouses; greatcoats; raincoats; shirts, vests; pullovers; ankle boots; shoes; motor cyclists' boots; single and double white and coloured blankets; respirator haversacks; old tentage and tent parts; mixed rags; old webbing and canvas; large quantity of coir matting.

| | | | |
|---|---|---|---|
| Oct. 3-6 . | **Motor vehicles, road making and heavy duty equipment.** | **Ordnance Storage and Disposal Depot, Ruddington, Notts.** | **Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)** |

Morris Minors and Mini Minors; Oxford saloons; Ford Consuls; Populars; Zephyrs; Escort saloons; Ensign and Vanguard saloons and estate cars; Land Rovers; Morris commercial utility vans; Bedford Utilecons; workshop and signals vans; breakdown trucks; cranes; heavy duty tractors; mobile tankers; refuellers and Austin Champs.

| | | | |
|---|---|---|---|
| Oct. 12 . | **Miscellaneous stores . . . . .** | **Command Ordnance Depot, Coypool, Marsh Mills, Plymouth.** | **Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 29292.)** |

Furniture; textiles and clothing; hand tools; crockery and kitchen utensils; batteries; trailer mounted generators; paint; non-ferrous scrap metal and many items of miscellaneous stores including various motor engines; old nylon and terylene cordage, etc.

**Catalogues of the above sale may be obtained from the relevant auctioneers from 14 days prior to the date of sale, price 1s. 0d. (postal order only).**

### SALE OF GOVERNMENT SURPLUS STORES IN ADEN

Government surplus vehicles and general stores are available for disposal from Ministry of Defence establishments in Aden. Sales are normally by tender but, in suitable cases, sales by private treaty will be considered. Collection and shipping will be the responsibility of purchasers. Firms wishing further details should write to the Senior Equipment Staff Officer, AFME British Forces Post Office 69, stating the type of stores, etc., in which they are interested.

**SALE BY TENDER**

### MACHINE TOOLS

Single spindle bar automatic; horizontal borer; jig borer; bench, pillar and radial drills; internal, surface and tool and cutter grinders; centre and capstan lathes; horizontal, vertical and universal millers; presses; slotting, shaping, sawing, testing machines, etc. Located at Bowhouse, Nr. Kilmarnock. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Sales 4 b ii (A)), First Avenue House, High Holborn London, W.C.1.

## MINISTRY OF PUBLIC BUILDING AND WORKS

| 1967 | Description of Goods | Location | Auctioneers |
|---|---|---|---|
| Oct. 3 . . | Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc. | Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Gounds, Wembley, Middlesex. | Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.) |

Catalogues: Direct from the auctioneer price 1s. each. View days: Day preceding and morning of sale.


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# Statistics

## The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

| | GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected components | | | | Total | Selected components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1958 prices | | at current prices | | at 1958 prices | at 1961 prices | at 1958 prices | | | | | at 1958 prices | | | |
| Base of index / Value in base year, £m. | 1958 / 20,091 | 1958 / — | 1958 / 16,073 | 1958 / 15,365 | 1958 / 15,365 | 1961 / 9,140 | 1958 / 3,485 | 1958 / 922 | 1958 / 688 | 1958 / 587 | 1958 / 1,212 | series shown in £ million | | | |
| 1961 | 113 | 114 | 122 | 116 | 111 | 100 | 130 | 130 | 138 | 139 | 122 | +326 | +224 | +36 | +28 |
| 1962 | 114 | 115 | 127 | 123 | 114 | 100 | 129 | 119 | 134 | 143 | 125 | + 77 | + 22 | +22 | +14 |
| 1963 | 118 | 119 | 135 | 130 | 119 | 103 | 131 | 104 | 144 | 146 | 131 | +216 | +113 | +29 | +55 |
| 1964 | 125 | 128 | 145 | 139 | 123 | 106 | 154 | 118 | 170 | 185 | 150 | +579 | +354 | +72 | +47 |
| 1965 | 128 | 132 | 155 | 148 | 126 | 108 | 159 | 130 | 166 | 190 | 156 | +340 | +217 | +19 | +43 |
| 1966 | 130 | 133 | 162 | 156 | 128 | 109 | 161 | 131 | 162 | 184 | 167 | +199 | +112 | + 3 | + 6 |
| 1965 4th quarter | 129 | 133 | 158 | 151 | 126 | 109 | 161 | 131 | 168 | 189 | 158 | + 80 | + 35 | +13 | +14 |
| 1966 1st quarter | 131 | 134 | 166 | 155 | 130 | 110 | 160 | 135 | 165 | 181 | 159 | + 73 | + 53 | N/C | +19 |
| 2nd quarter | 129 | 134 | 161 | 157 | 129 | 110 | 160 | 127 | 166 | 184 | 166 | + 58 | — 11 | —15 | +26 |
| 3rd quarter | 130 | 134 | 159 | 156 | 126 | 109 | 163 | 132 | 163 | 183 | 174 | + 91 | + 84 | +20 | —15 |
| 4th quarter | 131 | 132 | 161 | 157 | 126 | 109 | 160 | 130 | 154 | 188 | 168 | —18 | — 13 | — 1 | —24 |
| 1967 1st quarter | 133 | 132 | 167 | 161 | 129 | 109 | 164 | 128 | 163 | 189 | 178 | + 39 | + 3 | — 8 | +14 |
| 2nd quarter | | 135 | | | | 109 | | 125* | 178* | | | | — 1* | —12* | +14 |
| 1967 January | | 132 | | | | 109 | | | | | | | | | |
| February | | 132 | | | | 109 | | | | | | | | | |
| March | | 133 | | | | 110 | | | | | | | | | |
| April | | 133 | | | | 109 | | | | | | | | | |
| May | | 132 | | | | 108 | | | | | | | | | |
| June | | 133 | | | | 110 | | | | | | | | | |
| July | | 134* | | | | 110 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand | Textiles and clothing industries: orders on hand† | Index of retail prices | | Wholesale price index: non-food manufacturing industry: | | Hourly wage rates: all industries and workers† | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | IMPORTS | EXPORTS | BALANCE OF PAYMENTS: current balance |
| | | | Index† | % change on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| | at 1958 prices | | | | | | | Series shown in thousands | | | | | |
| Base of index / Value in base year, £m. | Dec. 1958 / .. | Apr. 1959 / .. | Jan. 17, 1956 (Derived series from January 1963) / — | | 1954 / — | 1954 / — | Jan. 31, 1956 / — | | | | 1958 / 3,834 | 1958 / 3,250 | series shown in £ million |
| 1961 | 122 | 104 | 114·5 | +3·4 | 104·4 | 119·1 | 130·3 | 305 | 213 | 24,072 | 119 | 117 | + 5 |
| 1962 | 117 | 100 | 119·3 | +4·2 | 103·0 | 120·6 | 136·3 | 422 | 149 | 24,208 | 121 | 120 | +127 |
| 1963 | 136 | 117 | 121·7 | +2·0 | 104·5 | 121·4 | 141·3 | 500 | 144 | 24,267 | 130 | 130 | +116 |
| 1964 | 162 | 124 | 125·7 | +3·3 | 108·6 | 124·7 | 148·5 | 361 | 221 | 24,606 | 148 | 136 | —402 |
| 1965 | 165 | 121 | 131·8 | +4·9 | 110·6 | 129·5 | 157·9 | 309 | 265 | 24,837 | 150 | 145 | —110 |
| 1966 | 153 | 104 | 136·9 | +3·9 | 114·5 | 133·0 | 168·4 | 325 | 255 | 24,876 | 158 | 155 | — 59 |
| 1965 4th quarter | 165 | 121 | 133·5 | +4·6 | 111·5 | 130·5 | 161·9 | 305 | 269 | 24,967 | 153 | 151 | + 1 |
| 1966 1st quarter | 164 | 122 | 134·4 | +4·3 | 113·7 | 131·4 | 165·9 | 279 | 279 | 24·919 | 159 | 153 | — 35 |
| 2nd quarter | 161 | 127 | 137·0 | +3·8 | 116·[illegible] | 133·1 | 168·1 | 282 | 282 | 24,930 | 155 | 146 | — 96 |
| 3rd quarter | 159 | 109 | 137·5 | +3·7 | 114·6 | 133·[illegible] | 169·8 | 322 | 253 | 24,953 | 161 | 157 | — 58 |
| 4th quarter | 153 | 104 | 138·6 | +3·8 | 113·0 | 133·5 | 169·8 | 417 | 206 | 24,702 | 147 | 164 | +130 |
| 1967 1st quarter | 148 | 105 | 139·3 | +3·6 | 112·0 | 133·6 | 171·4 | 458 | 188 | | 164 | 166 | + 30 |
| 2nd quarter | 148* | 108* | 140·5 | +2·6 | 110·0* | 133·6* | 172·8 | 508 | 168 | | 167 | 160 | —125 |
| 1967 January | 152 | 105 | 139·2 | +3·6 | 112·5 | 133·6 | 170·9 | 454 | 191 | | 172 | 174 | |
| February | 150 | 105 | 139·4 | +3·7 | 112·3 | 133·6 | 171·3 | 454 | 188 | | 163 | 167 | |
| March | 148 | 105 | 139·4 | +3·5 | 111·2 | 133·6 | 171·9 | 467 | 184 | | 157 | 156 | |
| April | 148* | 106* | 140·4 | +3·0 | 109·9 | 133·6 | 172·1 | 495 | 174 | | 174 | 163 | |
| May | 148* | 109* | 140·3 | +2·3 | 110·0 | 133·6 | 173·1 | 505 | 168 | | 166 | 162 | |
| June | 148* | 108* | 140·9 | +2·4 | 109·6 | 133·5 | 173·2 | 524 | 162 | | 164 | 154 | |
| July | | 103* | 140·1 | +2·3 | 109·3* | 134·3* | 176·3 | 543 | 155 | | 157 | 163 | |
| August | | | | | 190·5* | 134·4* | | 559 | 155 | | 163* | 154* | |

*Provisional. †Not seasonally adjusted.

# General assessment of the economic situation

*(From the article on the economic situation to be published in 'Economic Trends', September 1967.)*

THERE ARE SOME signs that the re-expansion of demand, after being checked during the second quarter of this year, has been resumed in recent months. In particular, car sales have been stimulated by the easing of hire purchase restrictions in June, while private house-building is picking up; and public expenditure, both on current and capital account, has probably remained on a firm upward trend. Exports, on the other hand, have been somewhat lower reflecting both the slackening of demand in most of our main overseas markets and the impact of the Middle East situation.

The national income and expenditure estimates for the second quarter will not be available until next month, but the indications so far are that the level of total output was probably a little lower than in the first quarter. Industrial output alone was slightly down, and the indicators of demand point to a flattening out after the rise in the earlier part of the year. Consumers' expenditure was probably slightly lower in the second quarter than in the first. Provisional figures now available show that industry's capital expenditure (excluding expenditure by the shipping industry, which is especially subject to erratic fluctuations) rose in the second quarter, but within the total manufacturing investment fell a little; and stockbuilding remained subdued. With little change in total output, the underlying level of unemployment rose between the two quarters.

Since the second quarter there have been clear signs of an increase in demand for cars in the wake of the relaxation of hire purchase terms on June 7. With the further stimulus afforded by the introduction of a new registration letter from the beginning of August, new car registrations in the three months June to August are estimated to have been about 15 per cent higher than in the preceding three months. Expenditure on cars, and on durables, will be encouraged in coming months by the further easing of hire-purchase controls announced at the end of August. Demand generally should be significantly strengthened by this measure and by the other reflationary steps announced recently, among them the increase in national insurance benefits and family allowances and the acceleration in payment of investment grants. These steps will help to keep output expanding within the growth of productive potential, that is, at an annual rate of around 3 per cent from now on and so to check the rise in unemployment.

With the ending of the period of severe restraint and the consequently implementation of a large number of deferred settlements, the hourly wage rates index rose by 1.8 per cent in July, almost as much as during the whole of the preceding six months. Prices, meanwhile, have remained comparatively stable. The retail prices index fell in July largely because of a substantial seasonal drop in food prices; it was then no more than one-half of one per cent higher than at the beginning of this year. The index of manufacturers' selling prices rose slightly in July and August, but this was almost wholly the result of the oil surcharge; the index has been virtually stable for 12 months. Retail prices in the period ahead are expected to respond only gradually to increased labour costs.

Clearing bank advances to the private sector have been increasing rather strongly in the last three months although for the moment some borrowing by companies may be mainly for financing tax payments. Personal borrowing, both for general purposes and for house purchase, has continued to rise.

Imports have fallen in recent months and in the three months June to August were 2½ per cent lower in value than in the preceding three months. Part of the reduction was in fuels, because of the disturbance to supplies from the Middle East, but there was also a substantial fall in the food, drink and tobacco category from the high levels earlier this year, and other categories of imports showed either little change or a lower rate of increase.

On the balance of payments there was a surplus of £11 million, on the monetary movements basis, in the second quarter. The identified items on the current and long-term capital account (not seasonally adjusted) showed a deficit of £43 million. There was thus a positive balancing item of £54 million, reflecting both the continuing reflux of unidentified confidence-sensitive funds, and the usual unidentified current account earnings.

On a seasonally-adjusted basis, the current account in the second quarter was in deficit and the long-term capital account was in surplus. (The current account includes payments for United States military aircraft and the capital account includes associated receipts as drawings on the Export-Import Bank loan.) The second quarter result was affected by a fall in overseas demand for exports and by some further increase in imports.

The gold and convertible currency reserves fell by £12 million during August, to a level of £985 million at the end of the month. The fall occurred after the regular August loan service payments amounting to almost £14 million.

• Unless otherwise stated this report is based on seasonally adjusted data.

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# Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in July was 4 per cent higher than the previous year, compared with an increase of 3 per cent in June and a decrease of 2 per cent in May.

Household goods shops and food shops showed increases of 5 per cent and 7 per cent respectively on a year earlier, while clothing and footwear shops showed a decrease of 2 per cent on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

| | All kinds of business | | Food shops | | Clothing and footwear shops | | Household goods shops | | Other shops | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | % | | % | | % | | % | | % |
| 1964 Year | 114 | + 6 | 117 | + 7 | 109 | + 3 | 112 | + 5 | 111 | + 8 |
| 1965 Year | 121 | + 6 | 125 | + 6 | 116 | + 6 | 120 | + 6 | 119 | + 7 |
| 1966 Year | 124 | + 2 | 130 | + 4 | 116 | + 1 | 115 | — 3 | 125 | + 5 |
| 1966 3rd quarter | 119 | — 1 | 124 | + 1 | 118 | — 3 | 114 | — 6 | 120 | Nil |
| 4th quarter | 136 | Nil | 133 | + 2 | 131 | — 8 | 124 | — 7 | 148 | + 6 |
| 1967 1st quarter | 118 | + 1 | 133 | + 3 | 92 | —10 | 112 | + 2 | 114 | + 5 |
| 2nd quarter | 124 | Nil | 133 | + 1 | 108 | — 7 | 118 | + 4 | 122 | Nil |
| 1966 July | 115 | — 1 | 118 | Nil | 103 | — 1 | 114 | — 5 | 121 | — 1 |
| August | 122 | Nil | 125 | + 2 | 116 | + 1 | 112 | —11 | 124 | + 1 |
| September | 120 | — 2 | 130 | + 1 | 108 | —10 | 117 | — 1 | 115 | Nil |
| October | 122 | + 1 | 125 | + 2 | 112 | — 5 | 115 | — 6 | 125 | + 7 |
| November | 128 | — 2 | 130 | + 2 | 130 | —10 | 130 | — 9 | 122 | + 2 |
| December | 158 | Nil | 146 | + 1 | 150 | —10 | 126 | — 5 | 198 | + 6 |
| 1967 January | 113 | + 1 | 123 | + 2 | 88 | — 7 | 122 | + 5 | 112 | + 2 |
| February | 120 | + 2 | 138 | + 5 | 88 | —14 | 120 | + 1 | 112 | + 8 |
| March | 120 | + 1 | 137 | + 2 | 98 | — 9 | 93 | — 1 | 118 | + 6 |
| April | 118 | — 2 | 132 | + 1 | 89 | —12 | 108 | + 1 | 122 | — 3 |
| May | 130 | — 2 | 135 | — 1 | 121 | — 6 | 126 | + 2 | 129 | Nil |
| June | 124 | + 3 | 133 | + 4 | 114 | — 4 | 121 | +11 | 117 | + 3 |
| July | 120 | + 4 | 126 | + 7 | 101 | — 2 | 119 | + 5 | 123 | + 2 |

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 213).

# United Kingdom trade in August

## Summary

FOLLOWING THE high export figures at the beginning of the year, there has been some falling back as demand has slackened in most of our main overseas markets. In addition, the Middle East situation has affected shipments and was a factor behind the low August figure. There has been some recovery in recent months in our exports to North America, but a reduction in shipments to Western Europe, particularly Common Market countries, and to the sterling area.

Imports have fallen in recent months. Part of the reduction was in fuels, on account of the disturbance to supplies from the Middle East, but there was also a substantial decrease in the food, drink and tobacco category from the high levels earlier this year, and other classes showed either little change or a smaller rate of increase.

## Visible trade balance

There was a deficit in visible trade in August of £29 million, seasonally adjusted and excluding United States military aircraft. In the three months June-August the deficit was £22 million a month, compared with £31 million a month in the previous three months. Over the first eight months of this year the deficit averaged £22 million a month, compared with £29 million a month in the corresponding period last year.

## Exports

Exports in August were £417 million, seasonally adjusted. Deliveries to a number of Middle East countries, and shipments to countries which would normally pass through the Suez Canal, were lower by some £10 million than the monthly average in the first half of the year. Exports of fuels (mainly refined petroleum products) were sharply reduced in August and were £4 million less than the average rate in the first half-year.

For the first eight months of the year exports averaged £43[illegible] million, 4½ per cent more than the average of £420 million for the year 1966. The average over the last three months was £426 million, 2 per cent less than in the previous three months.

**Table 1A.**

Seasonally adjusted values — £ million per month

| | Exports f.o.b. | Imports c.i.f. | | Re-exports f.o.b. | Visible trade balance† |
|---|---|---|---|---|---|
| | | Total | Excluding US military aircraft, etc. | | |
| 1964 | 368 | 475 | | 13 | —45 |
| 1965 | 394 | 479 | | 14 | —22 |
| 1966 | 420 | 496 | | 16 | — 9 |
| 1965 1st quarter | 384 | 457 | | 13 | —12 |
| 2nd quarter | 381 | 484 | | 13 | —41 |
| 3rd quarter | 399 | 487 | | 15 | —25 |
| 4th quarter | 412 | 489 | | 16 | —11 |
| 1966 1st quarter | 416 | 507 | | 16 | —24 |
| 2nd quarter | 395 | 495 | | 16 | —34 |
| 3rd quarter | 426 | 513 | | 16 | —20 |
| 4th quarter | 444 | 470 | 470 | 17 | +41 |
| 1967 1st quarter | 450 | 524 | 523 | 15 | — 9‡ |
| 2nd quarter | 434 | 535 | 530 | 15 | —40‡ |
| 1967 March | 424 | 501 | 499 | 14 | —13‡ |
| April | 441 | 556 | 549 | 15 | —51‡ |
| May | 438 | 531 | 525 | 15 | —29‡ |
| June | 418 | 524 | 521 | 14 | —40‡ |
| July | 442 | 502‡ | 498‡ | 16 | + 4‡ |
| August* | 417 | 519 | 515 | 16 | —29* |
| March-May | 434 | 529 | 524 | 15 | —31* |
| June-August* | 426 | 515 | 511 | 15 | —22* |

†Excluding transactions relating to US military aircraft financed by Exim Bank credit (see Notes).
*Provisional estimates.
‡Revised estimates.

**Table 1B.**

Recorded values — £ million per month

| | Exports f.o.b. | Imports c.i.f. | Re-exports f.o.b. |
|---|---|---|---|
| 1965 1st quarter | 374·0 | 464·9 | 13·6 |
| 2nd quarter | 401·7 | 487·0 | 14·0 |
| 3rd quarter | 380·6 | 476·1 | 14·0 |
| 4th quarter | 419·7 | 489·0 | 15·9 |
| 1966 1st quarter | 422·2 | 514·9 | 16·9 |
| 2nd quarter | 399·4 | 498·0 | 16·3 |
| 3rd quarter | 400·9 | 499·7 | 14·1 |
| 4th quarter | 458·2 | 472·0 | 17·3 |
| 1967 1st quarter | 444·8 | 536·5 | 15·4 |
| 2nd quarter | 446·1 | 540·1 | 15·7 |
| June | 436·5 | 551·7 | 14·3 |
| July | 425·9‡ | 490·2‡ | 14·4 |
| August* | 376·5 | 528·7 | 14·0 |

*Provisional estimates.
‡Revised estimates.

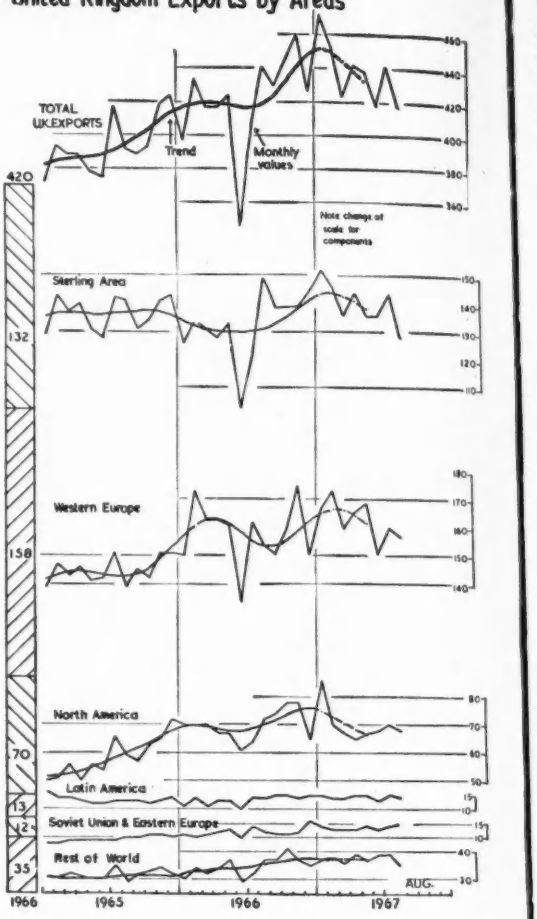



**Table 2. United Kingdom exports: Areas†**

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

| | Total | Sterling Area | Western Europe | | | North America | Latin America | Soviet Union and Eastern Europe | Rest of World |
|---|---|---|---|---|---|---|---|---|---|
| | | | Total | EEC | EFTA | | | | |
| 1966 Year | 420 | 132 | 158 | 80 | 62 | 70 | 13 | 12 | 35 |
| 2nd quarter | 395 | 121 | 153 | 76 | 59 | 65 | 12 | 12 | 33 |
| 3rd quarter | 426 | 137 | 156 | 77 | 60 | 70 | 14 | 12 | 35 |
| 4th quarter | 444 | 140 | 161 | 82 | 63 | 73 | 15 | 13 | 36 |
| 1967 1st quarter | 450 | 145 | 167 | 82 | 67 | 75 | 14 | 13 | 37 |
| 2nd quarter | 434 | 139 | 162 | 81 | 65 | 66 | 14 | 14 | 38 |
| June | 418 | 136 | 151 | 76 | 61 | 68 | 13 | 13 | 36 |
| July | 442 | 144 | 160 | 77 | 66 | 70 | 15 | 14 | 39 |
| August* | 417 | 129 | 157 | 80 | 60 | 68 | 14 | 15 | 35 |
| March-May | 434 | 139 | 165 | 82 | 66 | 66 | 15 | 14 | 37 |
| June-August* | 426 | 136 | 156 | 77 | 62 | 68 | 14 | 14 | 38 |

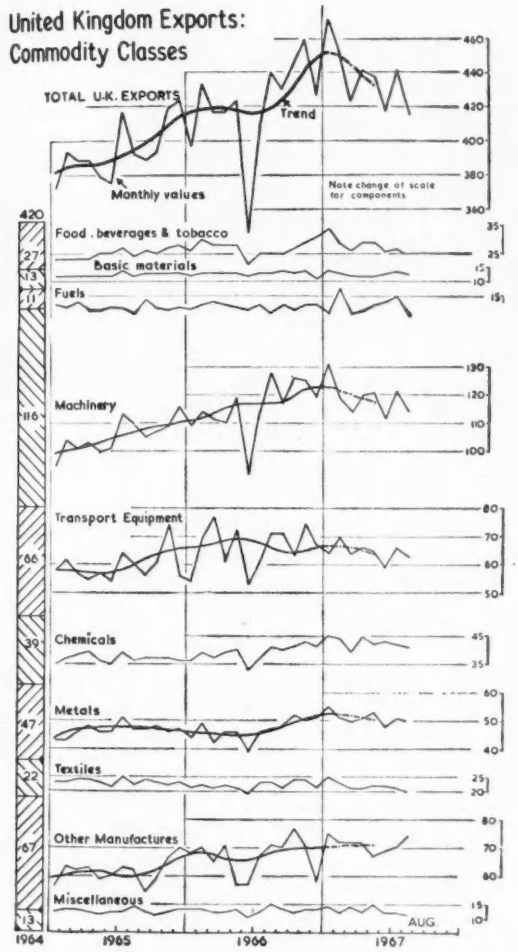
*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World'.

There has been some recovery in exports to North America in recent months after their sharp fall earlier this year. In June-August they were 3 per cent more in value than in the previous three months, with increases to both the United States and Canada.

Exports to Western Europe and to the sterling area have fallen in recent months. Deliveries to Western Europe in June-August were 5 per cent less in value than in the previous three months; the fall was most marked in exports to the Common Market countries, but exports to the EFTA countries also declined. Exports to the sterling area in June-August were 2 per cent less in value than in the previous three months. There was generally little change in shipments to the developed sterling area countries; shipments to the less developed countries, however, continued to fall, due in part to reduced exports to some Middle East countries and also, in August, perhaps to temporary delays in the shipment of goods which would normally pass through the Suez Canal.

Exports of most classes of commodities were less in the last three months than in the previous three.

(*Continued on next page*)



*This photograph shows the first Timson Wun-Up Rotary Forms Press to be exported by air. The machine, a special change-size offset press, left Timsons Perfecta Works, Kettering, on a Friday, was loaded into a DC8F on Saturday and arrived in Canada the same day. On Monday Timsons received a cable from the customer saying 'machine in factory'. So the 3½-ton press and its equipment had travelled over 3,500 miles in less than 72 hours. This represents a saving of more than four weeks on the time taken to ship a machine to the same destination.*

## NEW EXPORT HANDBOOKS

*The Board of Trade has recently issued two new Export Handbooks – 'Services for British Exporters' and 'ECGD Credit Insurance and Financial Support Services'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.*

**Table 3. United Kingdom exports: Commodity classes**

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

| | Total | Food, beverages and tobacco | Basic materials | Fuels | Manufactures | | | | | | | | | Miscellaneous |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Total | Machinery and transport equipment | | | | Chemicals | Metals and misc. metal manufactures | Textiles | Other manufactures | |
| | | | | | | Total | Machinery | Road motor vehicles | Other transport equipment | | | | | |
| 1966 Year | 420 | 27 | 13 | 11 | 356 | 182 | 116 | 48 | 18 | 39 | 47 | 22 | 67 | 13 |
| 2nd quarter | 395 | 26 | 13 | 11 | 333 | 169 | 107 | 46 | 16 | 37 | 44 | 21 | 62 | 12 |
| 3rd quarter | 426 | 25 | 13 | 11 | 365 | 186 | 120 | 51 | 16 | 39 | 47 | 22 | 69 | 13 |
| 4th quarter | 444 | 29 | 13 | 11 | 377 | 193 | 124 | 48 | 20 | 42 | 51 | 23 | 69 | 13 |
| 1967 1st quarter | 450 | 30 | 13 | 12 | 381 | 190 | 121 | 51 | 16 | 43 | 52 | 23 | 73 | 14 |
| 2nd quarter | 434 | 28 | 13 | 12 | 366 | 181 | 119 | 47 | 17 | 44 | 51 | 22 | 69 | 13 |
| June | 418 | 26 | 13 | 13 | 352 | 170 | 112 | 46 | 14 | 43 | 48 | 22 | 69 | 12 |
| July | 442 | 27 | 14 | 15 | 370 | 185 | 121 | 44 | 22 | 42 | 51 | 21 | 70 | 12 |
| August* | 417 | 25 | 13 | 8 | 359 | 176 | 114 | 45 | 18 | 41 | 50 | 20 | 74 | 11 |
| March-May | 434 | 28 | 12 | 11 | 366 | 182 | 118 | 48 | 18 | 42 | 51 | 21 | 70 | 14 |
| June-August* | 426 | 26 | 13 | 12 | 361 | 177 | 116 | 45 | 18 | 42 | 50 | 21 | 71 | 12 |

*Provisional estimates.

## Imports

The value of imports in August (excluding United States military aircraft) was £515 million, seasonally adjusted; including these aircraft it was £519 million. Fuel imports, which had been exceptionally low in June and July, were £61 million in August, compared with a monthly average in the first half-year of £55 million. The August figure reflected both a recovery in quantities and higher prices and freight charges. Imports in August also included some arrears in other cargoes which had been reduced a little in June and July owing to the disturbance to dry cargo shipping following the closure of the Suez Canal.

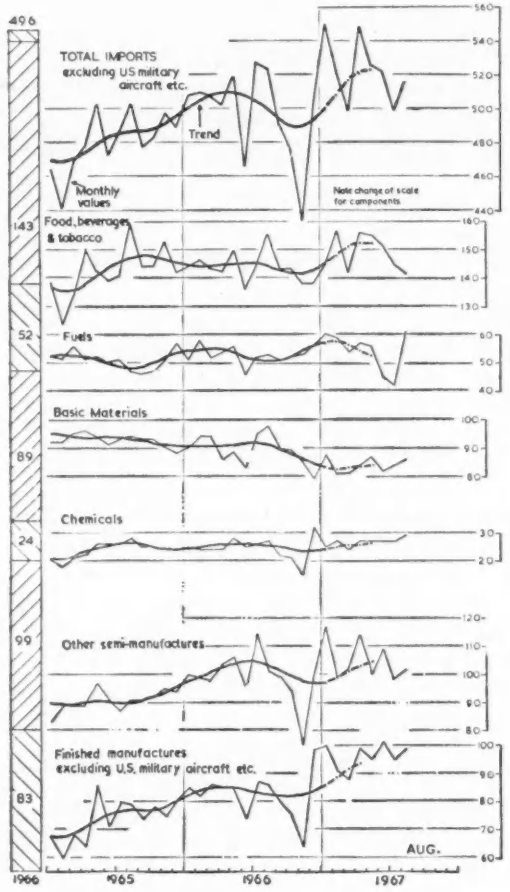
In the three months June-August, imports averaged £511 million, 2½ per cent less than in the previous three months. For the first eight months of the year the average was £522 million, 3 per cent more than in the first eight months of last year; this increase is partly explained by the import charge being in force last year and also by the arrival in the early months of this year of goods held over from the period before the charge was lifted.

About half the reduction in imports in June-August compared with the previous three months was in imports of food, drink and tobacco, which had risen sharply in the first half of this year; in the three months to August imports of this category were 4 per cent less in value than in the previous three months. Imports of fuels, because of the low figures in June and July, were about 11 per cent less in value than in the previous three months, a rather greater fall in quantity being partly offset by increased prices. Among other classes of imports there was no change in the last three months compared with the previous three months in basic materials or in semi-manufactures, and imports of finished manufactures increased more slowly than earlier in the year.

In the area pattern of imports the reduction in recent months has been mainly in arrivals from the sterling area, which have been particularly affected by the disturbance to oil supplies.

*(Continued on next page)*

### Imports by Commodity Classes




## VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

*British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.*

*The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.*

**Table 4. Imports: Commodity classes**

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

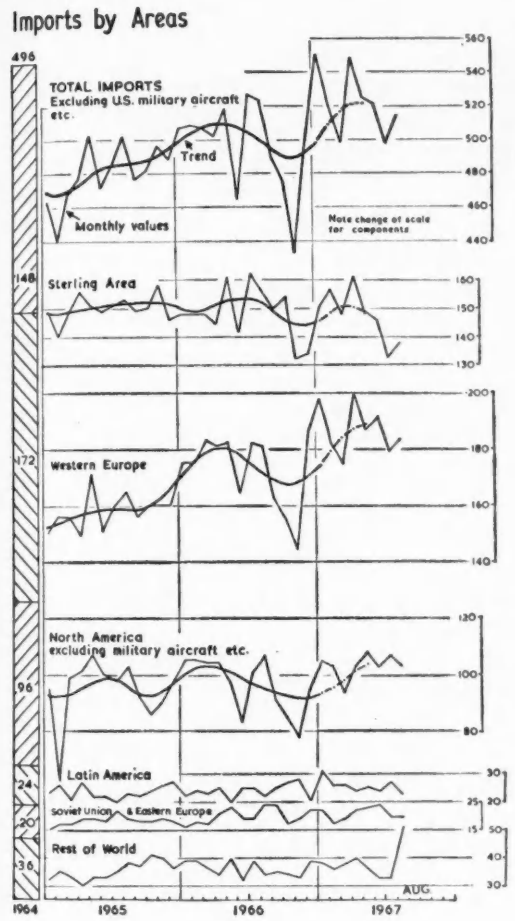
| | Total | Total excluding US military aircraft, etc. | Food, beverages and tobacco | Fuels | Industrial materials | | | | Finished manufactures | | Miscellaneous |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Total | Basic materials | Chemicals | Other semi-manufactures | Total | Excluding US military aircraft, etc. | |
| 1966 Year | 496 | | 143 | 52 | 212 | 89 | 25 | 99 | 83 | | 7 |
| 2nd quarter | 495 | | 142 | 52 | 213 | 86 | 26 | 102 | 82 | | 6 |
| 3rd quarter | 513 | | 147 | 52 | 224 | 94 | 25 | 105 | 84 | | 6 |
| 4th quarter | 470 | 470 | 140 | 51 | 196 | 84 | 23 | 89 | 79 | 79 | 7 |
| 1967 1st quarter | 524 | 523 | 148 | 57 | 215 | 83 | 26 | 106 | 94 | 93 | 7 |
| 2nd quarter | 535 | 530 | 153 | 52 | 218 | 84 | 27 | 107 | 104 | 99 | 6 |
| June | 524 | 521 | 151 | 45 | 218 | 82 | 27 | 109 | 104 | 101 | 6 |
| July | 502 | 498 | 144 | 42 | 210 | 84 | 27 | 99 | 99 | 95 | 6 |
| August* | 519 | 515 | 141 | 61 | 217 | 86 | 29 | 102 | 99 | 95 | 6 |
| March-May | 529 | 524 | 151 | 55 | 215 | 84 | 26 | 105 | 99 | 94 | 6 |
| June-August* | 515 | 511 | 145 | 50 | 215 | 84 | 28 | 103 | 101 | 97 | 6 |

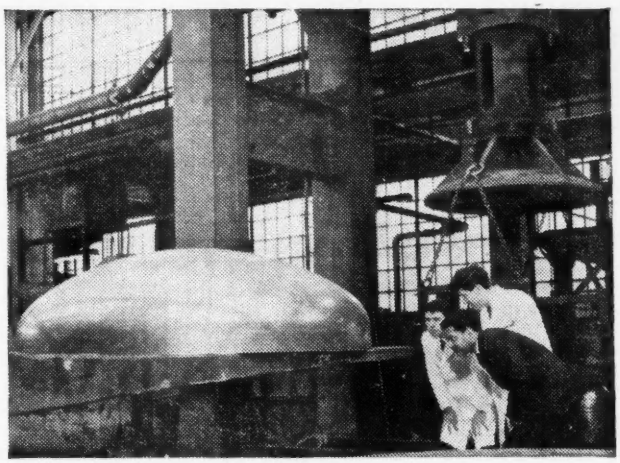
*Provisional estimates.

## INDEX OF REGULAR STATISTICS

*When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

*Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the* JOURNAL.



*What is believed to be the largest Titanium Deep End ever produced from one piece of this material in Europe was recently formed by spinning at the works of Harvey Fabrication Ltd. Harveys in view of the very deep dish involved decided not to attempt normal die pressing. Instead a modified form of hot spinning was adopted using the company Birdsboro spinning press shown in the picture. The first of the two Ends is seen here being inspected by Harvey Fabrication specialists.*

## DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

*Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.*

*The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.*

*This fully detailed information is not published on a monthly basis, but when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.SO2) 49421, Ext. 316 for Imports and Re-exports, Ext. 314 for Exports, telex 9912 CUSEX Southend).*

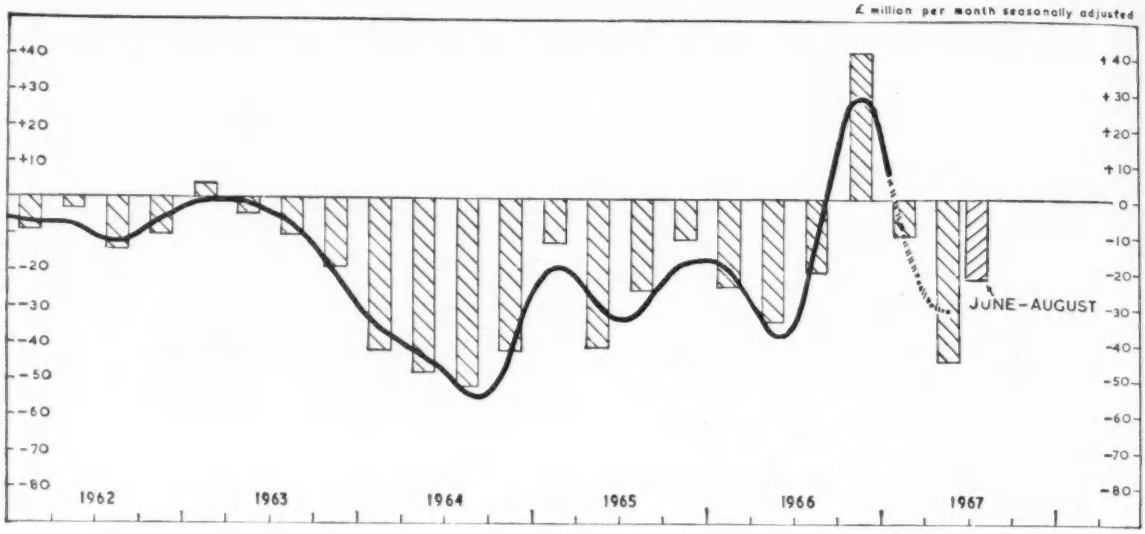
**Table 5. Imports: Areas†**

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

| | Total | Total excluding US military aircraft, etc. | Sterling Area | Western Europe | North America | | Latin America | Soviet Union and Eastern Europe | Rest of World |
|---|---|---|---|---|---|---|---|---|---|
| | | | | | Total | Excluding US military aircraft, etc. | | | |
| 1966 Year | 496 | | 148 | 172 | 96 | | 24 | 20 | 36 |
| 2nd quarter | 495 | | 149 | 176 | 95 | | 23 | 21 | 35 |
| 3rd quarter | 513 | | 156 | 175 | 99 | | 24 | 22 | 36 |
| 4th quarter | 470 | 470 | 140 | 162 | 86 | 85 | 25 | 19 | 35 |
| 1967 1st quarter | 524 | 523 | 152 | 185 | 102 | 101 | 27 | 19 | 37 |
| 2nd quarter | 535 | 530 | 151 | 192 | 109 | 104 | 25 | 23 | 36 |
| June | 524 | 521 | 146 | 191 | 105 | 103 | 24 | 24 | 33 |
| July | 502 | 498 | 133 | 179 | 111 | 107 | 27 | 20 | 33 |
| August* | 519 | 515 | 138 | 183 | 107 | 103 | 23 | 20 | 51 |
| March-May | 529 | 524 | 153 | 187 | 107 | 102 | 25 | 22 | 38 |
| June-August* | 515 | 511 | 139 | 184 | 108 | 104 | 25 | 21 | 39 |

*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January 1966, figures for Rhodesia have been excluded from the sterling area, and included with those for the 'Rest of the World'.

VISIBLE TRADE BALANCE




NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

**NOTES:**

Detailed particulars of United Kingdom imports, exports and re-exports will be published on September 27*, and further analysis of the figures will be found in the form of tables in the monthly 'Report on Overseas Trade'† for October 1967, due to be published on or about October 27.

**Visible trade balance**

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(b) *Purchase of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends'.

*'Accounts relating to the Overseas Trade of the United Kingdom', August 1967, HMSO, price 30s., by post 31s.

†'Report on Overseas Trade', published by HMSO, price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

## Index of Industrial Production July 1967

THE INDEX of Industrial Production for July 1967, seasonally adjusted, is estimated provisionally at 134 (1958=100) compared with the revised figure of 133 for June. For manufacturing industry alone, the figures were 136 and 134 respectively.

For the three months May to July 1967 it is provisionally estimated that production as a whole showed no change on the preceding three months, February to April 1967, and for manufacturing industries alone there was a decrease of 0.1 per cent.

Full detailed tables will be in next week's *Journal*.


# Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 3*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 3*d.*), No. 13 The Supervisor and His Job **3s.** (3*s.* 5*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 5*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 9*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 6*d.*)

*Prices in brackets include postage.*

*Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

# Production in the cotton and wool textile industries

## COTTON

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in July was 13 per cent less than in July 1966.

Statistics issued by the Textile Council show that in the period January-July the amount of cloth woven was 18 per cent less than in the corresponding period of 1966. Production of single yarn and the amount of yarn doubled were 14 and 11 per cent less respectively.

**Production in the cotton industry**

*(all figures are weekly averages)*

| | Single yarn (*a*) | | Doubled yarn | | Processed filament yarn | Woven cloth | |
|---|---|---|---|---|---|---|---|
| | Cotton yarn (*b*) | Spun man-made fibre yarns and mixture yarn, inc. waste | Cotton yarn | Other | Textured yarn (*c*) | Cotton | Man-made fibre and mixtures |
| | Million lb. | | | | | Million lin. yds. | |
| 1958† | 11·91 | 2·86 | 3·07 | 1·32 | .. | 27·0 | 11·3 |
| 1959 | 11·66 | 2·92 | 3·18 | 1·49 | . | 24·7 | 11·4 |
| 1960 | 11·46 | 2·98 | 3·30 | 1·66 | .. | 24·9 | 11·9 |
| 1961 | 10·66 | 2·55 | 2·82 | 1·52 | .. | 23·8 | 11·7 |
| 1962 | 9·46 | 2·30 | 2·50 | 1·64 | .. | 20·1 | 10·9 |
| 1963 | 9·40 | 2·44 | 2·53 | 2·06 | .. | 19·5 | 10·8 |
| 1964† | 9·58 | 2·76 | 2·57 | 2·26 | 0·77 | 19·5 | 11·5 |
| 1965 | 9·32 | 2·74 | 2·53 | 2·31 | 0·91 | 19·5 | 12·0 |
| 1966 | 8·77 | 2·62 | 2·37 | 2·12 | 1·20 | 17·6 | 11·9 |
| 1966 July | 7·64 | 2·18 | 2·13 | 2·06 | 1·04 | 11·2 | 8·5 |
| August* | 9·18 | 2·71 | 2·33 | 2·19 | 0·98 | 18·5 | 12·3 |
| September | 7·80 | 2·36 | 2·18 | 1·95 | 1·30 | 16·3 | 11·1 |
| October | 9·70 | 2·82 | 2·58 | 1·97 | 1·45 | 18·3 | 12·2 |
| November* | 9·41 | 2·82 | 2·54 | 1·95 | 1·41 | 17·5 | 11·9 |
| December | 7·59 | 2·30 | 2·16 | 1·73 | 1·23 | 14·2 | 9·6 |
| 1967 January | 8·37 | 2·54 | 2·32 | 2·03 | 1·33 | 16·6 | 11·3 |
| February | 8·35 | 2·44 | 2·31 | 2·09 | 1·44 | 16·5 | 11·4 |
| March* | 7·29 | 2·15 | 2·10 | 1·93 | 1·34 | 14·2 | 10·0 |
| April | 8·06 | 2·49 | 2·24 | 2·24 | 1·48 | 15·6 | 10·9 |
| May* | 7·86 | 2·53 | 2·16 | 2·13 | 1·37 | 14·5 | 10·6 |
| June | 5·80 | 2·08 | 1·71 | 1·69 | 1·50 | 14·4 | 10·3 |
| July | 6·28 | 1·95 | 1·85 | 1·96 | 1·21 | 8·6 | 7·5 |

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries. *Average of 5 weeks. †53-week period.

## WOOL TEXTILES

THE VOLUME of production in the wool textile industry in July was 5 per cent less than in July 1966.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 6 per cent and 8 per cent less respectively than in July 1966. The rates of production of wool and hair tops and of man-made fibre tops were both 7 per cent less.

**Output of the wool textile industry**

| | Consumption | Production | | | Deliveries | | | |
|---|---|---|---|---|---|---|---|---|
| | Raw wool (clean weight) | Tops | | Woollen yarn (*a*) | Worsted yarn | Woven fabrics (excluding blankets) (*b*) | | Blankets (*a*) |
| | | Wool and hair | Man-made fibres | | | Woollen | Worsted | |
| Quarterly average | Million lb. | | | | Million sq. yds. | | | |
| 1958 | 111·1 | 74·2 | 3·7 | 72·0 | 51·6 | 48·7 | 38·5 | 7·1 |
| 1959 | 127·3 | 87·1 | 5·3 | 78·3 | 58·0 | 51·6 | 39·7 | 7·7 |
| 1960 | 120·3 | 79·8 | 9·4 | 75·8 | 61·2 | 49·4 | 42·4 | 7·8 |
| 1961 | 118·0 | 80·0 | 9·1 | 70·3 | 61·6 | 45·8 | 42·4 | 8·4 |
| 1962 | 112·1 | 73·7 | 8·7 | 72·5 | 57·3 | 43·9 | 38·1 | 8·2 |
| 1963 | 114·5 | 76·0 | 10·5 | 78·3 | 59·9 | 44·2 | 37·2 | 8·8 |
| 1964 | 104·6 | 66·3 | 14·2 | 81·5 | 58·3 | 44·3 | 37·1 | 8·2 |
| 1965 | 100·7 | 61·9 | 14·3 | 80·4 | 56·9 | 43·8 | 36·9 | 8·2 |
| 1966 | 97·0 | 57·4 | 15·7 | 78·7 | 55·2 | 42·1 | 33·5 | 7·6 |
| 1966 1st qtr. | 104·9 | 63·4 | 15·6 | 83·7 | 59·8 | 41·9 | 37·8 | 8·1 |
| 2nd qtr. | 102·1 | 60·1 | 15·7 | 81·8 | 57·1 | 42·4 | 31·7 | 6·3 |
| 3rd qtr. | 87·8 | 53·0 | 15·2 | 69·8 | 50·4 | 41·9 | 29·9 | 7·1 |
| 4th qtr. | 93·3 | 53·3 | 16·4 | 79·5 | 53·6 | 42·2 | 34·5 | 9·1 |
| 1967 1st qtr. | 94·5 | 56·4 | 14·4 | 77·1 | 50·5 | 39·1 | 35·2 | 7·0 |
| 2nd qtr. | 96·7 | 55·6 | 15·8 | 80·1 | 51·7 | 42·6 | 33·4 | 5·6 |
| 1966 May | 33·6 | 19·7 | 5·2 | 27·2 | 18·7 | 14·4 | 11·1 | 1·9 |
| June | 36·8 | 21·8 | 6·0 | 29·2 | 20·4 | 16·0 | 11·2 | 2·4 |
| July | 29·6 | 18·4 | 5·3 | 23·4 | 16·1 | 14·5 | 10·3 | 1·9 |
| 1967 May | 31·9 | 18·3 | 5·2 | 26·3 | 17·3 | 15·0 | 11·1 | 1·8 |
| June | 33·2 | 19·3 | 5·4 | 27·1 | 17·7 | 15·1 | 11·6 | 2·0 |
| July | 28·4 | 17·6 | 5·1 | 21·9 | 15·5 | 13·6 | 9·9 | 1·7 |

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weigh of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

# Orders in the textile and clothing industries

THE RATE of ordering in recent months in the textile and clothing industries has remained at a low level; for the three months ending July new orders received were 3 per cent less than for the three previous months. Deliveries were fractionally higher in the May-July period than in the February-April period but at the end of July orders-on-hand were 3 per cent lower than at the end of April.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

**Textile and clothing industries (a)**

Index numbers of the volume of total orders and deliveries (b)

| | Orders-on-hand (end of period) | | Net new orders | | Deliveries | |
|---|---|---|---|---|---|---|
| | April 1959 = 100 | | Average 1959 deliveries = 100 | | Average 1959 deliveries = 100 | |
| 1960 | 136 | | 103 | | 103 | |
| 1961 | 104 | | 91 | | 99 | |
| 1962 | 100 | | 92 | | 93 | |
| 1963 | 117 | | 100 | | 95 | |
| 1964 | 124 | | 99 | | 98 | |
| 1965 | 121 | | 98 | | 99 | |
| 1966 | 105 | | 92 | | 97 | |
| | Unadjusted | Seasonally adjusted | Unadjusted | Seasonally adjusted | Unadjusted | Seasonally adjusted |
| 1965 1st quarter | 121 | 122 | 97 | 96 | 99 | 97 |
| 2nd quarter | 127 | 123 | 102 | 101 | 97 | 99 |
| 3rd quarter | 117 | 124 | 87 | 100 | 95 | 100 |
| 4th quarter | 121 | 121 | 107 | 95 | 103 | 98 |
| 1966 1st quarter | 122 | 122 | 100 | 100 | 101 | 99 |
| 2nd quarter | 127 | 124 | 102 | 100 | 97 | 99 |
| 3rd quarter | 109 | 115 | 75 | 86 | 92 | 96 |
| 4th quarter | 105 | 105 | 93 | 84 | 97 | 93 |
| 1967 1st quarter | 105 | 105 | 91 | 94 | 92 | 93 |
| 2nd quarter* | 108 | 105 | 95 | 90 | 92 | 91 |

| | Orders-on-hand (end of period) | | Net new orders | | Deliveries | |
|---|---|---|---|---|---|---|
| | April 1959 = 100 | | Average 1959 deliveries = 100 | | Average 1959 deliveries = 100 | |
| | Unadjusted | Seasonally adjusted | Unadjusted | Seasonally adjusted | Unadjusted | Seasonally adjusted |
| 1966 May | 128 | 124 | 113 | 106 | 100 | 102 |
| June | 127 | 124 | 96 | 95 | 96 | 97 |
| July | 122 | 122 | 75 | 91 | 90 | 99 |
| August | 115 | 118 | 65 | 84 | 85 | 96 |
| September | 109 | 115 | 83 | 84 | 100 | 93 |
| October | 106 | 107 | 95 | 76 | 104 | 93 |
| November | 107 | 104 | 104 | 83 | 101 | 92 |
| December | 105 | 105 | 78 | 92 | 85 | 93 |
| 1967 January | 105 | 105 | 87 | 94 | 87 | 91 |
| February | 105 | 105 | 99 | 95 | 99 | 94 |
| March | 105 | 105 | 87 | 91 | 90 | 93 |
| April* | 106 | 106 | 100 | 92 | 95 | 90 |
| May* | 109 | 106 | 94 | 89 | 87 | 88 |
| June* | 108 | 105 | 90 | 90 | 94 | 95 |
| July* | 103 | 103 | 74 | 90 | 87 | 96 |

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made industries.
(*b*) At constant (average 1958) prices.
*Provisional.

# Machine tools deliveries and orders during July

THE MINISTRY OF TECHNOLOGY provisionally estimate that in July 1967 total deliveries of machine tools amounted to just over £11 million, and net new orders to £9½ million. Orders outstanding fell by nearly £2 million to just over £88 million, 20 per cent below the level of a year earlier.

On a seasonally adjusted basis deliveries were only slightly below the June figure, but net new orders fell sharply. This was partly because none of the recent Russian orders were reflected in the July figures as they were in May and June, but also because of the very low level of home orders.

The attached tables include the final figures for the first quarter of 1967 and the consequent revision in the estimates for April to June. They also show for the first time the more accurate division of orders and deliveries between home and export based on the figures of export deliveries which have been collected from all manufacturers since the first quarter of this year. These show a greater ratio of export to total deliveries than estimated by the previous indirect method. This means that no direct comparison can be made between 1967 and earlier home and export figures for deliveries and net new orders. Total orders and deliveries, and the figures of orders on hand which have always been collected from all firms, are unaffected, and thus comparable throughout.

## Home market

Deliveries to the home market seasonally adjusted at £8½ million were below the very high figures for the previous two months. As a result of the latter the average of the latest three months is still 13 per cent above the previous three months. Net new orders showed a sharp drop to the very low level of under £5 million seasonally adjusted, and the average for the last three months was only fractionally above the previous three months. Orders on hand fell by £2 million to £54½ million, equivalent to under six months' work and nearly one-third below the level of a year earlier.

## Export market

Deliveries for export seasonally adjusted were nearly £4 million, which was higher than in June but in line with the recent average. The latest three months averaged about the same as the previous three months. Net new orders were considerably below the last two months, which reflected some of the recent large Russian orders. They were in line with the average for the earlier months of the year.

Export orders on hand rose very slightly to just under £34 million, 10 per cent higher than a year earlier, the highest level for over four years and equivalent to about nine months' work.

[The current monthly figures shown in the tables below are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal-working machine tools. The seasonally adjusted figures for the months of 1966 have now been revised to take account of the 1966 seasonal pattern.]

**Table 1. Metal working machine tools orders and deliveries: recorded figures**

£ million

| | Deliveries | | | Orders outstanding (end of period) | | | Net new orders (1) | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | For Export | Home | Total | For Export | Home | Total | For Export | Home |
| 1962 | 127·2 | 35·5 | 91·7 | 88·3 | 34·7 | 53·6 | 98·5 | 38·1 | 60·4 |
| 1963 | 114·2 | 39·2 | 75·0 | 69·0 | 29·2 | 39·8 | 94·9 | 33·7 | 61·2 |
| 1964 | 121·7 | 37·8 | 83·9 | 86·6 | 29·5 | 57·1 | 139·3 | 38·2 | 101·1 |
| 1965 (2) | 141·3 | 40·7 | 100·6 | 104·2 | 28·9 | 75·3 | 157·7 | 39·6 | 118·1 |
| 1966 | 149·1 | 35·8 | 113·3 | 100·6 | 29·5 | 71·1 | 145·5 | 36·4 | 109·1 |
| 1966 1st quarter | 37·9 | 9·1 | 28·8 | 104·9 | 28·3 | 76·6 | 38·6 | 8·5 | 30·1 |
| 2nd quarter | 35·6 | 7·9 | 27·7 | 107·7 | 30·0 | 77·7 | 38·3 | 9·6 | 28·7 |
| 3rd quarter | 37·4 | 9·4 | 28·0 | 105·4 | 30·3 | 75·1 | 35·2 | 9·7 | 25·5 |
| 4th quarter | 38·2 | 9·4 | 28·8 | 100·6 | 29·5 | 71·1 | 33·4 | 8·6 | 24·8 |
| 1967 1st quarter (3) | 40·8 | 12·2 | 28·6 | 91·0 | 28·6 | 62·4 | 30·3 | 11·0 | 19·3 |
| 2nd quarter* | 38·0 | 10·7 | 27·3 | 90·0 | 33·6 | 56·4 | 37·0 | 15·8 | 21·2 |
| 3rd quarter | | | | | | | | | |
| 4th quarter | | | | | | | | | |
| 1966 January | 10·9 | 2·5 | 8·4 | 106·5 | 29·5 | 77·0 | 13·2 | 3·1 | 10·1 |
| February | 11·6 | 3·0 | 8·6 | 104·1 | 28·3 | 75·8 | 9·1 | 1·8 | 7·3 |
| March | 15·4 | 3·6 | 11·8 | 104·9 | 28·3 | 76·6 | 16·3 | 3·6 | 12·7 |
| April | 10·5 | 2·2 | 8·3 | 107·5 | 29·6 | 77·9 | 13·1 | 3·6 | 9·5 |
| May | 12·0 | 2·8 | 9·2 | 107·3 | 30·2 | 77·1 | 11·8 | 3·4 | 8·4 |
| June | 13·1 | 2·9 | 10·2 | 107·7 | 30·0 | 77·7 | 13·4 | 2·6 | 10·8 |
| July | 11·3 | 2·6 | 8·7 | 110·8 | 30·9 | 79·9 | 14·4 | 3·5 | 10·9 |
| August | 11·2 | 3·1 | 8·1 | 108·8 | 30·9 | 77·9 | 9·2 | 3·1 | 6·1 |
| September | 14·9 | 3·7 | 11·2 | 105·4 | 30·3 | 75·1 | 11·6 | 3·1 | 8·5 |
| October | 12·3 | 3·4 | 8·9 | 103·9 | 30·2 | 73·7 | 10·8 | 3·3 | 7·5 |
| November | 12·8 | 3·1 | 9·7 | 103·1 | 29·9 | 73·2 | 12·1 | 2·9 | 9·2 |
| December | 13·1 | 2·9 | 10·2 | 100·6 | 29·5 | 71·1 | 10·5 | 2·4 | 8·1 |
| 1967 January (3) | 12·9 | 3·4 | 9·5 | 98·5 | 30·1 | 68·4 | 9·9 | 3·8 | 6·1 |
| February | 12·1 | 4·0 | 8·1 | 95·1 | 28·7 | 66·4 | 8·7 | 2·5 | 6·2 |
| March | 15·8 | 4·8 | 11·0 | 91·0 | 28·6 | 62·4 | 11·7 | 4·7 | 7·0 |
| April* | 10·9 | 3·3 | 7·6 | 89·2 | 27·6 | 61·6 | 9·2 | 2·4 | 6·8 |
| May* | 14·4 | 4·2 | 10·2 | 89·2 | 29·7 | 59·5 | 14·4 | 6·3 | 8·1 |
| June* | 12·7 | 3·2 | 9·5 | 90·0 | 33·6 | 56·4 | 13·4 | 7·1 | 6·3 |
| July* | 11·3 | 3·3 | 8·0 | 88·3 | 33·9 | 54·4 | 9·5 | 3·6 | 5·9 |
| August | | | | | | | | | |
| September | | | | | | | | | |
| October | | | | | | | | | |
| November | | | | | | | | | |
| December | | | | | | | | | |
| August, 1966 – July, 1967* | 154·5 | | | 88·3 | 33·9 | 54·4 | 130·9 | | |
| August, 1965 – July, 1966 | 144·1 | | | 110·8 | 30·9 | 79·9 | 152·1 | | |
| Percentage change (3) | +7 | | | −20 | +10 | −32 | −14 | | |

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December, 1964, and January, 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable. The figures for total deliveries, total net new orders, and home and export orders on hand are unaffected.

(*Continued on page 709*)

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**Table 2. Metal working machine tools orders and deliveries: Seasonally adjusted**

£ million

| | Deliveries | | | Orders outstanding (end of period) | | | Net new orders (1) | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | For Export | Home | Total | For Export | Home | Total | For Export | Home |
| 1962 | 127·2 | 35·5 | 91·7 | 88·9 | 34·4 | 54·5 | 98·1 | 37·9 | 60·2 |
| 1963 | 114·2 | 39·2 | 75·0 | 69·7 | 29·0 | 40·7 | 95·0 | 33·8 | 61·2 |
| 1964 | 121·7 | 37·8 | 83·9 | 87·8 | 29·5 | 58·3 | 139·8 | 38·3 | 101·5 |
| 1965 (2) | 141·3 | 40·7 | 100·6 | 105·8 | 28·8 | 77·0 | 159·3 | 40·0 | 119·3 |
| 1966 | 149·1 | 35·8 | 113·3 | 102·2 | 29·4 | 72·8 | 145·5 | 36·4 | 109·1 |
| 1966 1st quarter | 35·1 | 8·1 | 27·0 | 106·9 | 29·1 | 77·8 | 36·3 | 8·5 | 27·8 |
| 2nd quarter | 37·2 | 8·4 | 28·8 | 108·0 | 29·7 | 78·3 | 38·2 | 8·9 | 29·3 |
| 3rd quarter | 39·4 | 9·9 | 29·5 | 104·8 | 29·4 | 75·4 | 36·1 | 9·6 | 26·5 |
| 4th quarter | 37·4 | 9·4 | 28·0 | 102·2 | 29·4 | 72·8 | 34·9 | 9·4 | 25·3 |
| 1967 1st quarter (3) | 38·0 | 11·0 | 27·0 | 94·1 | 29·7 | 64·4 | 28·8 | 11·0 | 17·8 |
| 2nd quarter* | 39·9 | 11·6 | 28·3 | 90·6 | 32·8 | 57·8 | 36·3 | 14·6 | 21·7 |
| 3rd quarter | | | | | | | | | |
| 4th quarter | | | | | | | | | |
| 1966 January | 11·1 | 2·4 | 8·7 | 106·8 | 29·4 | 77·4 | 12·2 | 3·0 | 9·2 |
| February | 11·2 | 2·7 | 8·5 | 105·2 | 28·9 | 76·3 | 9·6 | 2·3 | 7·3 |
| March | 12·8 | 3·0 | 9·8 | 106·9 | 29·1 | 77·8 | 14·5 | 3·2 | 11·3 |
| April | 11·7 | 2·7 | 9·0 | 108·4 | 29·8 | 78·6 | 13·1 | 3·4 | 9·7 |
| May | 12·2 | 2·9 | 9·3 | 108·1 | 29·9 | 78·2 | 11·9 | 2·9 | 9·0 |
| June | 13·3 | 2·8 | 10·5 | 108·0 | 29·7 | 78·3 | 13·2 | 2·6 | 10·6 |
| July | 12·4 | 3·0 | 9·4 | 108·0 | 30·0 | 78·0 | 12·4 | 3·4 | 9·0 |
| August | 13·3 | 3·5 | 9·8 | 105·7 | 29·7 | 76·0 | 11·0 | 3·2 | 7·8 |
| September | 13·7 | 3·4 | 10·3 | 104·8 | 29·4 | 75·4 | 12·7 | 3·0 | 9·7 |
| October | 13·0 | 3·5 | 9·5 | 103·2 | 29·1 | 74·1 | 11·4 | 3·2 | 8·2 |
| November | 12·5 | 3·3 | 9·2 | 102·9 | 29·1 | 73·8 | 12·2 | 3·2 | 9·0 |
| December | 11·9 | 2·6 | 9·3 | 102·2 | 29·4 | 72·8 | 11·3 | 3·0 | 8·3 |
| 1967 January (3) | 13·2 | 3·3 | 9·9 | 99·1 | 30·0 | 69·1 | 9·1 | 3·6 | 5·5 |
| February | 11·7 | 3·6 | 8·1 | 96·8 | 29·6 | 67·2 | 9·3 | 3·2 | 6·1 |
| March | 13·1 | 4·1 | 9·0 | 94·1 | 29·7 | 64·4 | 10·4 | 4·2 | 6·2 |
| April* | 12·3 | 4·0 | 8·3 | 90·9 | 27·9 | 63·0 | 9·1 | 2·2 | 6·9 |
| May* | 14·7 | 4·4 | 10·3 | 90·3 | 29·0 | 61·3 | 14·0 | 5·4 | 8·6 |
| June* | 12·9 | 3·2 | 9·7 | 90·6 | 32·8 | 57·8 | 13·2 | 7·0 | 6·2 |
| July* | 12·4 | 3·8 | 8·6 | 86·4 | 32·4 | 54·0 | 8·3 | 3·4 | 4·9 |
| August | | | | | | | | | |
| September | | | | | | | | | |
| October | | | | | | | | | |
| November | | | | | | | | | |
| December | | | | | | | | | |
| Average of the latest 3 months* | 13·3 | 3·8 | 9·5 | 86·4 | 32·4 | 54·0 | 11·8 | 5·3 | 6·5 |
| Average of the previous 3 months* | 12·4 | 3·9 | 8·5 | 90·9 | 27·9 | 63·0 | 9·6 | 3·2 | 6·4 |
| Percentage change | +8 | —3 | +13 | —5 | +16 | —14 | +23 | +65 | +2 |

*Provisional.

(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).

(2) Between December 1964, and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.

(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable, the figures for the total deliveries, total net new orders, and home and export orders on hand are unaffected.

# Registration of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, September 15, 1967.
Where the title appears in italics the film forms part of a series; Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| **BRITISH** | | | | | |
| Look at Life Series 35: | | | | | |
| *Murder Bag* | Br/E 32638 | 10 | September 11 | Rank Film Distributors Ltd. | Rank Film Distributors Ltd. |
| Our Mother's House | Br/E 32639 | 105 | September 12 | Metro-Goldwyn-Mayer Pictures Ltd. | Heron Film Productions Ltd. |
| Pathe Pictorial Series 664/676: | | | | | |
| *Pathe Pictorial No. 664* | Br/E 32643 | 8 | September 13 | Warner-Pathe Distributors Ltd. | Associated British-Pathe Ltd. |
| *Pathe Pictorial No. 665* | Br/E 32644 | 8 | September 13 | " " " | " " |
| *Pathe Pictorial No. 666* | Br/E 32645 | 8 | September 13 | " " " | " " |
| *Pathe Pictorial No. 667* | Br/E 32646 | 8 | September 13 | " " " | " " |
| To Sir, With Love | Br/E 32648 | 105 | September 14 | Columbia Pictures Corporation Ltd. | Columbia (British) Productions Ltd. |
| Thursday 14th | Br/E 32649 | 15 | September 14 | " " " | Anthony Gilkison Associates. |
| Movietone News 1966 | Br/E 32445 | 7 | September 15 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 1966A | Br/E 32446 | 7 | September 15 | " " " | " " |
| Pathe News 67-73 | Br/E 32311 | 8 | September 15 | Warner-Pathe Distributors Ltd. | Associated British-Pathe Ltd. |
| Pathe News 67-74 | Br/E 32312 | 7 | September 15 | " " " | " " |
| **FOREIGN** | | | | | |
| Honeymoon Italian Style | F 32636 | 91 | September 11 | Orb Productions Ltd. | Esterofilm, Rome. |
| The Defector | F 32637 | 68 | September 11 | Warner-Pathe Distributors Ltd. | P.E.C.F., Paris. |
| Bonnie and Clyde | F 32640 | 111 | September 12 | " " " | Tatira-Hiller Productions Inc. |
| Jack of Diamonds | F 32641 | 90 | September 12 | Metro-Goldwyn Mayer Pictures Ltd. | Sandy Howard Productions Corp. |
| All the Way to Paris | F 32642 | 65 | September 12 | United Artists Corporation Ltd. | Jamie Uys Film Productions, Johannesburg. |
| Mexican Mouthpiece | F 32647 | 7 | September 13 | Warner-Pathe Distributors Ltd. | Warner Bros. Pictures Inc. |
| The Dirty Dozen | F 32650 | 150 | September 14 | Metro-Goldwyn-Mayer Pictures Ltd. | M.K.H. Productions Ltd. |

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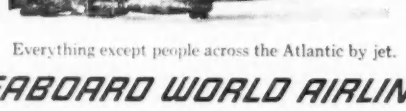


Everything except people across the Atlantic by jet.

SEABOARD WORLD AIRLINES

# Summary of activity at aerodromes in the United Kingdom and the Channel Islands in May

COMPARISONS of air activity between May 1967 and activity a year earlier are distorted by the effect of the seamen's strike in the second half of the month in 1966, when freight traffic was exceptionally high contributing to a large increase in aircraft movements. With the return to more normal conditions which prevailed in May 1967 comparisons with 1965 are more meaningful than with 1966.

Passenger traffic at United Kingdom aerodromes in May 1967 was 5 per cent higher than in May 1966, a much smaller increase than usual, but 22 per cent higher than in May 1965. The number of passengers at London area airports in May 1967 was also 5 per cent higher than a year earlier with increases of 3 per cent at Heathrow and 18 per cent at Gatwick.

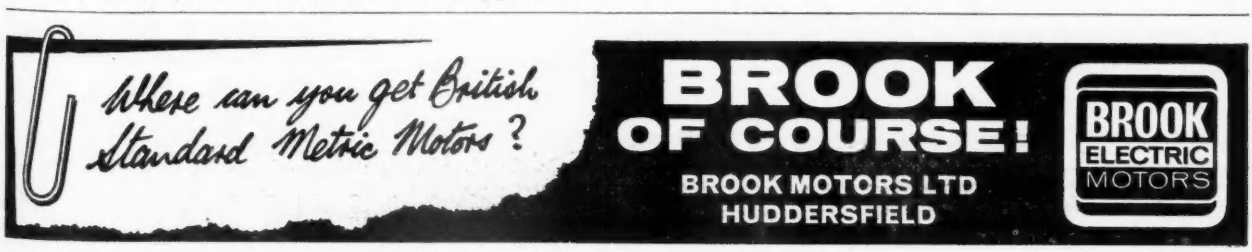
Air transport movements at all United Kingdom aerodromes in May 1967 although 1 per cent less than in May 1966 were 16 per cent higher than in May 1965. This increase of 16 per cent over two years is similar to the rates of growth experienced in recent years. At both Heathrow and Gatwick air transport movements were 4 per cent higher than in May 1966.

The amount of freight picked up and set down at United Kingdom aerodromes was 23 per cent lower than a year earlier but 8 per cent higher than in May 1965, compared with an increase of 5 per cent between 1964 and 1965. There was a decrease of 9 per cent at London area airports, with decreases of 8 per cent and 28 per cent respectively at Heathrow and Gatwick. After taking account of the exceptionally high cargo traffic last year these indicate a setback to this kind of business this year.

Detailed figures for May 1967 are given in the table below.

| | | Aircraft Movements * | | Passengers Handled (1) | | | Freight (2) set down and picked up | Mail set down and picked up |
|---|---|---|---|---|---|---|---|---|
| | | Total | Air Transport | Total | Terminal | Transit | Metric tons | |
| *BOT and other UK aerodromes* | 1967 | 112,175 | 52,128 | 2,241,038 | 2,174,310 | 66,728 | 39,668·9 | 3,048·3 |
| | 1966 | 110,551 | 52,643 | 2,134,091 | 2,058,939 | 75,152 | 51,641·4 | 3,758·9 |
| *London Area aerodromes* | 1967 | 31,170 | 23,060 | 1,280,255 | 1,261,385 | 18,870 | 20,611·2 | 2,108·8 |
| | 1966 | 30,404 | 22,105 | 1,225,184 | 1,202,470 | 22,714 | 22,630·1 | 2,098·0 |
| *London (Heathrow) | | 21,551 | 19,926 | 1,123,515 | 1,105,701 | 17,814 | 19,371·5 | 2,068·1 |
| *London (Gatwick) | | 6,523 | 3,097 | 155,624 | 154,581 | 1,043 | 1,211·0 | 40·7 |
| *Stansted | | 2,737 | 33 | 1,090 | 1,077 | 13 | 28·7 | — |
| Westland Heliport, London | | 359 | 4 | 26 | 26 | — | — | — |
| *Other UK aerodromes:* | | | | | | | | |
| Aberdeen (Dyce) | | 1,782 | 333 | 10,339 | 8,900 | 1,439 | 36·4 | 9·3 |
| *Belfast (Aldergrove) | | 2,340 | 2,050 | 81,792 | 81,763 | 29 | 1,493·7 | 241·3 |
| Benbecula | | 161 | 108 | 2,526 | 1,095 | 1,431 | 10·9 | 2·5 |
| *Birmingham | | 4,272 | 1,371 | 54,857 | 53,888 | 969 | 305·5 | — |
| *Blackpool | | 3,856 | 671 | 18,414 | 18,132 | 282 | 67·9 | — |
| Brough | | 1,015 | 92 | 2,059 | 2,059 | — | 1·1 | — |
| *Bournemouth (Hurn) | | 3,778 | 59 | 1,182 | 1,180 | 2 | 21·8 | — |
| *Bristol (Lulsgate) | | 3,139 | 963 | 21,016 | 16,305 | 4,711 | 159·7 | — |
| *Cambridge | | 6,522 | 55 | 912 | 630 | 282 | 54·1 | — |
| *Coventry | | 2,271 | 67 | 2,326 | 2,031 | 295 | 3·1 | — |
| *East Midlands (Castle Donington) | | 2,336 | 679 | 19,028 | 19,028 | — | 127·7 | — |
| *Edinburgh (Turnhouse) | | 6,297 | 1,067 | 59,753 | 58,615 | 1,138 | 171·1 | 109·2 |
| *Glamorgan (Rhoose) | | 2,867 | 691 | 14,230 | 12,033 | 2,197 | 33·4 | — |
| *Glasgow (Abbotsinch) | | 3,725 | 3,096 | 142,119 | 140,597 | 1,522 | 950·6 | 165·7 |
| Hawarden | | 535 | 266 | 1,626 | 1,082 | 544 | 10·7 | — |
| Inverness (Dalcross) | | 329 | 202 | 5,847 | 4,509 | 1,338 | 20·1 | 8·0 |
| Islay (Port Ellen) | | 116 | 92 | 1,556 | 1,556 | — | 14·7 | 4·1 |
| *Isle of Man (Ronaldsway) (3) | | 1,567 | 1,177 | 37,641 | 36,333 | 1,308 | 317·9 | 19·7 |
| Kirkwall | | 252 | 205 | 5,003 | 4,556 | 447 | 37·9 | 8·3 |
| *Leeds/Bradford | | 3,936 | 1,059 | 34,380 | 32,701 | 1,679 | 150·0 | — |
| *Liverpool | | 3,701 | 1,535 | 41,876 | 39,635 | 2,241 | 1,122·2 | 68·9 |
| *Luton | | 3,835 | 809 | 41,230 | 40,750 | 480 | 266·7 | — |
| *Lydd | | 1,720 | 1,664 | 9,435 | 9,435 | — | 4,635·7 | — |
| *Manchester | | 4,736 | 3,287 | 139,326 | 134,137 | 5,189 | 2,377·4 | 262·4 |
| *Newcastle (Woolsington) | | 1,917 | 691 | 33,754 | 33,125 | 629 | 127·8 | — |
| Penzance Heliport | | 655 | 329 | 6,629 | 6,629 | — | 10·8 | 1·5 |
| *Portsmouth | | 837 | 276 | 7,330 | 7,330 | — | 1·3 | — |
| *Prestwick | | 1,872 | 938 | 38,016 | 22,899 | 15,117 | 771·1 | 13·4 |
| Scilly Isles (St. Mary's) | | 347 | 329 | 6,629 | 6,629 | — | 10·8 | 1·5 |
| *Southampton | | 1,892 | 1,290 | 29,755 | 28,612 | 1,143 | 1,198·6 | — |
| *Southend | | 3,563 | 2,831 | 73,237 | 73,237 | — | 4,426·1 | — |
| Stornoway | | 212 | 90 | 2,883 | 2,728 | 155 | 10·1 | 5·2 |
| Sumburgh | | 106 | 62 | 1,858 | 1,858 | — | 19·4 | 11·0 |
| Swansea | | 1,435 | 78 | 838 | 784 | 54 | 51·6 | — |
| Tees-side (Middleton) | | 2,660 | 209 | 5,660 | 5,417 | 243 | 33·1 | — |
| Tiree | | 114 | 112 | 511 | 285 | 226 | 1·4 | 0·3 |
| Wick | | 307 | 235 | 5,210 | 2,442 | 2,768 | 5·3 | 7·2 |
| *Channel Islands aerodromes* (4) | 1967 | .. | 4,839 | 156,351 | 152,677 | 3,674 | 1,627·0 | .. |
| | 1966 | .. | 5,027 | 154,596 | 142,287 | 12,309 | 2,122·8 | .. |
| Alderney | | .. | 221 | 2,179 | 2,179 | — | 13·3 | — |
| Guernsey | | .. | 1,536 | 35,216 | 35,216 | — | 486·4 | .. |
| Jersey | | .. | 3,082 | 118,956 | 115,282 | 3,674 | 1,127·3 | .. |

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the C.I. Airports authorities.
* UK Customs Airports. .. = Not available. — = Nil or negligible.



# Midland Bank Service during the BRITISH WEEK in Brussels

**SEPTEMBER 29 – OCTOBER 7, 1967**

The Midland Bank's specialised service for overseas traders will be available in Brussels during the period of the "British Week". Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. P. F. Cryer, a member of the Central Management of our Overseas Branch, London and of the Bank's Panel for Overseas Trade Development, who can be contacted at the Hotel Amigo, 1-3 rue de l'Amigo (telephone 11 59 10).

If you are participating in this "British Week" and we can be of any assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,650 branches in England and Wales.

**Midland Bank**

*EXPERT AID FOR EXPORT TRADE*

# Exhibitions and Fairs

## President to visit British Week in Brussels

MR. ANTHONY CROSLAND, President of the Board of Trade, will visit the British Week at Brussels which will be held from September 29 to October 7. He will be accompanied by Mrs. Crosland.

The President will be present at the official opening of the British Week by HRH Princess Margaret in the Hotel de Ville on September 29, and will attend a number of events which form part of the celebrations.

Mr. Crosland will be host at a luncheon for the Burgomaster and City Council of Brussels and Belgian businessmen on September 29, and on September 30 he will be the host at a reception given by the Board of Trade for Belgian and British businessmen.

While he is in Brussels, the President hopes to call on the President of the European Economic Commission, M. Jean Rey, and some of his colleagues.

## British Industrial Exhibition, Bucharest, 1968

SPEAKING at a Press conference in London on September 19 to launch the project for a British Industrial Exhibition in Bucharest in 1968, Lord Brown, Minister of State, Board of Trade, said: 'Rumania is a country with ambitious plans for economic expansion and industrial modernization. It wants to increase productivity; to mechanize agriculture; to set up new plants for chemicals, for iron and steel, for electrification, for transport and for consumer goods. As a state economy country these plans cover virtually the whole range of industrial effort; and to achieve them, Rumania requires advanced capital equipment and other goods. We here in Britain have got these goods – we have got the capital equipment, we have got the advanced machinery, we have got the latest know-how and the sophisticated techniques. What we have also got to do is to get out there and sell them.'

Lord Brown said that Rumanian import requirements over the next few years could probably be measured in some hundreds of millions of pounds. On current plans its foreign trade would increase by 50 per cent by 1970. It was a country which was very willing to look to the West for its requirements. Yet British sales there totalled only about £10 million per year. This was only a nibble at a very large carrot.

He continued: 'The Rumanians are not currently short of sterling – they had a favourable balance of over £4 million last year, and are already £13 million ahead this year. The Rumanian authorities have many times assured me that they want to spend here all that they can earn. One or two large and important contracts have recently been placed here by Rumania. They are very welcome. Others, I hope, will follow very soon. But these will not exhaust the possibilities.

'This is an expanding market, but our share has been falling. Why is this? Is it that our approach is wrong? Are we not competitive enough? Are we perhaps daunted by the difficulties of the market where bargains are hard, negotiations are long, and geographical and language factors often favour our competitors?

'I do not pretend to know the answers to all these questions but I suspect that – in spite of the strenuous efforts we have already made to sell to Rumania – one important reason may be that not enough is known in Rumania about what we have to offer. There is the usual difficulty for the exporter in making contact with the actual end-user, the real customer. The exporter has to deal with the Foreign Trade Corporation when he really wants to make his case to the factory manager or even the man in the street. The exhibition proposed for Bucharest in 1968 provides a splendid opportunity to get round this difficulty – to show to the Rumanians at all levels and in all capacities something of the range and quality of British goods. I warmly commend the initiative shown in sponsoring this exhibition, and express the confident hope that the response from industry will be enthusiastic and widespread. I am sure industry will conclude that it has the right products for the Rumanian market, and that it is able and indeed determined to sell them.

'And once the potential user in Rumania has been convinced, by personal examination and discussion, that what he wants is the British product, you will have powerful allies inside Rumania fighting on your side.

'The exhibition will represent the culmination of many months of work and planning; but, of course, it will not be the end but rather just the beginning. The interest it will undoubtedly excite must be followed up by aggressive salesmanship, keen terms, prompt deliveries.

'This is a tough market but a good one. The orders, when they come, may be substantial. The demand seems likely to continue for many years to come. It is indeed a market whose potential is only beginning to be realized and where it is important to get established as soon as possible.'

## Lord Brown will attend Plovdiv Fair, Bulgaria

LORD BROWN, Minister of State, Board of Trade, is to visit Bulgaria from September 27 to October 2, at the invitation of the Bulgarian Government. During his visit Lord Brown will attend the 23rd International Fair, which is being held at Plovdiv from September 24 to October 3. For the first time there will be an official British Pavilion at the Fair.

Some 70 British firms will be represented in the Pavilion and adjacent outside area, in an exhibit organized by the Board of Trade. Exhibits will occupy nearly 30,000 sq. ft. and will include a wide range of machinery and plant designed for increased mechanisation and demonstrating the application of technology to many kinds of constructional and agricultural work. Other exhibits will include medical and electronic equipment, welding machinery, radios and television, recording instruments and communications equipment, computers, cars and consumer goods. The products of nine companies will be displayed on a stand arranged by the London Chamber of Commerce. An official trade information inquiry stand will be manned by staff from the British Embassy, Sofia.

Lord Brown will be the host on behalf of the British exhibitors at a reception to be held in the Pavilion on September 29. Prominent Bulgarian trade officials have been invited to meet the British businessmen exhibiting at the Fair. Bulgarian Ministers and the British Ambassador, Mr. D. J. C. Crawley, CMG, CVO, will also be present.

Last year's Fair attracted some 800,000 visitors and the amount of foreign business concluded rose by over 50 per cent above the previous figure. British industry's increased participation in this year's event is intended to stimulate exports to Bulgaria, both in the short and in the longer term. These nearly doubled in 1966 (£7.4 million, compared with £3.8 million in 1965), and have continued to rise in 1967 (£4.4 million in January to July, 1967, compared with £3.8 million in the corresponding period of 1966).

After holding informal talks with Bulgarian Ministers and visiting industrial and agricultural installations, Lord Brown will return to this country on October 2.

## Opening of British Shopping Week in Strasbourg

THE British Shopping Week in Strasbourg, to be held from October 6-14, will be opened by the Parliamentary Secretary to the Board of Trade, Mrs. Gwyneth Dunwoody (not by Lord Walston, as announced last month).

Mrs. Dunwoody will attend a reception given in her honour by the United Kingdom Consul-General, Mr. J. S. Selwyn, on October 5, and will be host at an inaugural luncheon on October 6, when guests will include the Mayor and Prefect of Strasbourg and other civil officials and members of the Strasbourg Chamber of Commerce. On the morning of October 7, Mrs. Dunwoody will visit the offices of the Strasbourg Chamber of Commerce.

The Shopping Week, which the Minister will open on October 6 follows the successful British promotion at Metz last March, also supported by the Board of Trade, and will be the second British Shopping Week organized by local authorities of French cities since the major British Week in Lyons last October.

Strasbourg, with a population of 300,000, is the seat of the Council of Europe. The organizers expect that the British Week will attract visitors and buyers from across the Rhine as well as from the Alsace-Lorraine Region. The city of Leicester, which has a long-standing 'twinning' association with Strasbourg, is playing an important part in the promotion, and the Lord Mayor of Leicester, Sir Mark Hennig, will make a four-day visit with Lady Hennig from October 8. Leicester is also providing a double-decker bus, policemen and policewomen, and a 'Live in Leicester' display feature. Some 200 shops will be decorated with display material provided by the Board of Trade.

# *UK in 'strong commercial position' at Navigare 67*

***by J. McLellan, Overseas Press Services, Central Office of Information.***

THREE DAYS after the opening of Navigare 67 in Helsinki, the United Kingdom exhibitors are encouraged by the reception given to their displays so far and believe this interest can be turned into substantial orders before this international maritime exhibition ends on September 25. The key to this situation is the impact of the joint displays organized by the Board of Trade and the British Marine Equipment Council with the help of the Ministry of Technology and the Hovercraft Corporation.

These joint stands, with their unified colour schemes – green panels with the Union Jack above for BMEC exhibitors, blue with the Union Jack above for Hovercraft hardware suppliers – attracted the attention of the press on opening day, with the result that most Finnish papers over the weekend have carried pictures of the Finnish President watching the Hovercraft model in action, as well as shots of the sectioned marine Olympus gas turbine on the Rolls-Royce section of the Mintech stand.

The visit of Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, coincided with the official opening, and he toured Navigare 67 with the Finnish President and the Minister for Trade and Industry. Later Mr. Mallalieu returned to the British exhibits and in the company of the United Kingdom Navy and Air Attaches and other Embassy officials spent some two hours discussing the possibilities and problems of Finland as an export market for the United Kingdom.

At the official opening, the Minister for Trade and Industry welcomed the British participation and observed that Britain was traditionally the first trading partner of Finland. This seems to be still broadly true. Trade with the Finns has been expanding at the rate of £5 million a year, although we import about 60 per cent more than we export. In 1966 Finland exported over 989 million Finnish marks worth of goods and raw materials to us. At 20 per cent of their total exports, this makes us their biggest market. In imports we are behind West Germany but ahead of the USSR. But this is an expanding market. Finnish imports rose from 470 million Finnish marks in 1947 to 2,279 in 1957 and 5,524 in 1966. They have a total trading deficit overseas.

Recognizing this fact and the other truth that the Finnish shipyards are increasingly concerned with building for the Eastern European countries and Russia, there is much commercial activity at this time. The Russians are placing gigantic orders with the shipyards. Rauma Repola Oy is building 50 medium sized tankers, and a continuation order for another 24 using Russian diesels has just been placed. British marine equipment is suitable for these ships, and several of the United Kingdom exhibitors are dealing with Finnish concerns in connection with similar orders.

On September 18 a Russian deputation visited the United Kingdom stands, and later a comprehensive group of Finnish shipbuilders, shipowners, and trade and newspaper journalists attended a reception at Navigare. An East German group was due later in the week.

Finnish interest in Hovercraft is at a high level. Their ability to deal with difficult conditions of snow and ice as well as their shallow water offshore capability makes them particularly attractive to such organizations as the Coast Guard, who see them as all year round search and rescue vehicles. At the present time the high capital investment in the larger craft necessary to meet the demanding conditions seems to be something of a stumbling block.

The Finnish Navy is just about to become the first navy in the world to operate a gas turbine vessel. Their offshore corvette, due to be launched this November from the WARTSILÄ yard, has a Marine Olympus developed from the unit in the Concorde SST. This class of vessel is built nowhere else in Europe, and Rolls-Royce and the Finns are collaborating in producing it for other countries. Claiming that it is both cheaper and faster than any similar vessel produced by other countries, the two companies look forward to substantial orders over a period of several years.

Navigare is held every five years or so. On the last occasion 100,000 people visited it. British exhibitors then reported satisfactory results. Today, with 12 per cent of the total 7,600 sq. metres of floor space taken up with cohesive displays, the United Kingdom contingent believe that of the 400 exhibitors from 25 countries, they are in the strong commercial position necessary if they are to lift their sales in this important and competitive Baltic marine equipment market.

There are many other United Kingdom companies. Lloyd's Register of Shipping has a big separate stand and their chairman, Mr. A. C. Grover, is engaged in an active programme of meetings with shipping interests. But those United Kingdom companies which have relied on the efforts of their Scandinavian agents must find it difficult to retain a clear-cut image when they are sharing a stand with perhaps six other branded companies. It is the group displays which at this stage appear to be making the impact.

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# Cologne Household Goods and Hardware Fair

*A report from the Commercial Department, British Embassy, Bonn*

COLOGNE holds a Household Goods and Hardware Fair every spring and autumn. The spring fair attracts more exhibitors and buyers, but the autumn one is important for Christmas and spring orders. The fair (September 7 to 9) followed close on the heels of the very successful Men's Fashion Week but did not, unfortunately, completely confirm the optimism expressed at that fair. The German economy has suffered a recession during the last six months and is only just picking up again. It is generally felt that business should soon be back to normal but in the meantime buyers are still somewhat wary. The impending added value tax has also caused buyers to delay placing firm orders until they are quite sure how it will affect prices.

Two hundred and thirty foreign exhibitors from 23 countries took part. Great Britain was represented by 21 exhibitors in addition to 37 represented firms. The largest foreign participation was from France with 42 exhibitors and 39 represented firms followed by Italy with 46 and 19. 30,650 buyers paid to visit the fair, 5,620 of them from abroad.

There were three British joint venture stands which had been organized with Board of Trade assistance: The British Artmetal Manufacturers' Export Group, The British Electrical and Allied Manufacturers' Association and The Federation of British Horticultural Exporters Ltd. BAMEX found that both orders and inquiries were better than at the Spring Fair. An excellent order was received from Portugal and good orders were booked from Holland and Belgium; only German orders were less than previously. BEAMA reported that in spite of the lower attendance, business had been brisk and there had been plenty of inquiries. The Horticultural Federation thought that although visitors had been fewer, their quality and potential had been higher.

Mr. S. L. Edwards, Minister (Economic) at the British Embassy, Bonn, visited all the joint ventures and many British firms exhibiting through their German agents on September 8.

The items which seemed to attract most interest from the buyers were gift articles for Christmas, plastic kitchenware, automatic washing machines, dishwashers, do-it-yourself equipment, stainless-steel tools and kitchen ware, mirrors and electrical appliances generally. Dishwashers appear to be becoming very popular in Germany. Domestic production for the first half of 1967 was 25 per cent higher than for the same period last year. Imports of these machines for the first six months of 1967 totalled nearly 4,800, representing about 10 per cent of sales compared with 6 per cent last year.

Germany is gradually acquiring the habit of pottering in the garden as a hobby. Although sales of garden tools, greenhouses, compost containers, propagation frames, lawn mowers, etc., are still small compared with Great Britain, there is ample evidence that they will increase as more and more Germans discover the relaxing enjoyment of making things grow. Already one sees many gardens laid out on the English pattern and a green smooth lawn is somewhat of a status symbol.

The current level of talks and negotiations which are taking place can leave no doubt of the seriousness of Britain's intentions of joining the Common Market. British exporters who exhibit at the Cologne fairs are ensuring that they will not have missed the boat when the tariff barriers finally fall. Even if large orders cannot be landed, the contacts made, the experience gained, the opportunity of seeing one's competitors' efforts at first hand are all points to be considered, particularly as the Overseas Trade Fairs Directorate of the Board of Trade can assist with some of the costs of participation at foreign exhibitions under its joint venture scheme. The next Household Goods and Hardware Fair will be held in Cologne next February and interested manufacturers are advised to get in touch immediately with their trade association with a view to taking part. Cologne is a superb shop window not only for Europe, but for many parts of the world.

*Mr. S. L. Edwards, Minister (Economic), Bonn (middle left), admires some of the garden equipment exhibited by Associated Sprayers Ltd. during their first visit to the Cologne Household Goods and Hardware Fair. The German market for garden tools, greenhouses, lawn mowers and so on is growing as an increasing number of Germans take up gardening as a hobby. There were three British joint venture stands at Cologne organized with Board of Trade assistance.*

## Bilbao International Samples Fair

### *A report from the Consulate-General, Bilbao*

THE SECOND International Samples Fair was held in Bilbao from August 14 to 29. It attracted more than 700,000 visitors. The articles displayed covered a wide range of goods from heavy machinery, lifting apparatus, earth moving equipment, lorries, cars, and electrical machinery, to domestic household appliances.

The products of some 23 countries were on show through their agents or distributors. 76 United Kingdom firms were represented, the second largest to France of the oversea exhibitors.

Much interest was shown in the private car section where the United Kingdom was strongly represented with cars on display from almost all the leading makers and ranging from a Rolls Royce Phantom to the first Spanish produced MG 1100. Although the extremely high rate of duty and the imposition of import quotas has a limiting effect on sales of imported cars, many inquiries and contacts were reported to have developed.

A good deal of interest in the electrical domestic, appliance field was also reported. This is not surprising, as with the growing scarcity of domestic help, and the alarmingly increasing rates of pay for those that can be obtained, the Spanish housewife is turning more and more to labour-saving appliances in the home.

The British day at the Fair was held on August 22, when an official visit was made by Mr. C. N. Henderson, Her Majesty's Chargé d'Affaires, accompanied by members of the British Chamber of Commerce in Bilbao, the Commercial Department of the Embassy in Madrid, and the Consulate-General in Bilbao.

The Bilbao Samples Fair is held annually from August 14 to 29, and although theoretically a British firm can exhibit, it would in practice find it difficult to make the necessary arrangements without the assistance of local Spanish representatives. British firms considering future participation are therefore strongly recommended to do so through their Spanish representatives or agents.

*As a kick-off for British Week in Belgium, John Haig & Co. Ltd. are sponsoring a football match at Heysel Stadium in Brussels on the evening of September 27. At that time two 'embryo' world cup teams will be competing for the first Haig Football Trophy. Sir Alf Ramsey will be presenting the team for the English League and Mr. Constant Vanden Stock the team for the Belgian League. Brought over for display at a luncheon on September 15 to announce the 14 players selected by Sir Alf Ramsey to represent England in the Brussels match was the onyx and silver Haig Football Trophy pictured above and the individual players' medals. These are to be presented on the playing field to the winning team by Sir Roderick Barclay, Her Majesty's Ambassador to Belgium.*

## *Two wheelers on show at Motocyclorama*

THE NUMBER of foreign buyers attending Motocyclorama 67, the International Cycle and Motor Cycle Show, at Earls Court, is expected to be greater than ever before, say the organizers, the British Cycle and Motor Cycle Association. This optimism is based on information from international airlines, who have reported numerous inquiries from overseas trade buyers. Visitors are coming from Italy, East and West Germany, Poland, Spain, Portugal, and many from the United States – 'top buyer of Britain's bicycles and motor cycles.

An encouraging send-off for the exhibition was given by the announcement by the Association, on the eve of the opening, of big export gains in the 'two-wheeler industry' during the first six months of this year. Compared with the first six months of 1966, British motor cycle exports are up by 27.3 per cent, bicycles exports by 6 per cent and moped exports by 42 per cent. Altogether, two-wheeler exports brought in £2,165,493 more this year than for the same period last year. The Association comments that Britain's cycle and motor cycle makers 'have seized all opportunities offered by the Board of Trade to stage joint venture exhibitions overseas and to send fact-finding missions to any country where salesmen can sell'.

Around 180 British and foreign exhibitors participated in the exhibition, and as well as the latest developments in bicycles, mopeds and motor cycles, exhibits ranged from a new three-wheeled delivery van for the small tradesman to an attractive selection of lightweight wheeled toys. One of the attractions of the show is the 'Skol International Six-Day Cycle Race', where spectators have been watching teams from the British Commonwealth, Holland, Germany, Italy, Denmark, Belgium, Switzerland and Britain riding at fantastic speeds off the 50 degree banking of a special wooden track, built to give 11 laps to the mile.

Motocyclorama, which opened on September 16, will close on September 23. It is sponsored by the *Daily Express*.

## *'Design for Export' exhibition*

THE British National Export Council and the Council of Industrial Design are to sponsor jointly an exhibition in London next year entitled 'Design for Export'.

The exhibition will demonstrate how the design of a product can contribute to export marketing success. It will open on June 12 at the Design Centre and will run for five weeks.

Examples of well-designed British capital and consumer goods will be on show, together with case histories showing how good design has helped their overseas sales. At the same time, a series of study meetings will be held at the Centre, at which senior management will be able to discuss the case histories with the manufacturers concerned and with marketing and design experts.

BNEC and CoID plan to show the technological and imaginative content of product design. On display will be examples of goods designed for world-wide use, for particular overseas markets, and for adaptation to varying needs. Design in relation to packaging, presentation, transport and spares will also be featured.

The British National Export Council has appointed Mr. James Dreaper to carry out research and to co-ordinate the 'Design for Export' exhibition and meetings. Manufacturers with case histories likely to be helpful to this project are invited to contact Mr. Dreaper at the Council of Industrial Design, 28 Haymarket, London, S.W.1 (Tel. 01-839 8000). Mr. Dreaper was responsible for organizing the British Engineering Display, at the New Ocean Terminal, which was held as part of the British Week in Hong Kong.

## *Design Centre exhibition at Lewis's of Birmingham*

THE LARGEST retail exhibition of British consumer products ever arranged in a provincial centre by the Council of Industrial Design was opened in Birmingham on September 14 by TV personality Mr. David Frost. Called 'The Design Centre Comes to Birmingham', the exhibition has been mounted by the CoID at the invitation of Lewis's Ltd. on the fifth floor of their store in Bull Street and shows shoppers in Birmingham some of the best modern products for the home currently being made in Britain.

On display are over 700 products selected from the London Design Centre, including furniture, carpets, textiles, lighting fittings, kitchen appliances and domestic equipment. Many of these are shown in 12 furnished room settings designed by Rodney Fitch of the Conran Design Group. Also included in the exhibition are general displays of other well-designed modern consumer products such as garden and hand tools, luggage, picnic equipment, photographic goods, sports equipment and toys. Other special features are a display of modern fashion jewellery, a group of prototype furniture and cutlery designs, and photographs of the seven products which gained 1967 Council of Industrial Design Awards in the Capital Goods section.

The exhibition will be open until October 7 during normal shopping hours: Mondays to Saturdays 9 a.m.-5.30 p.m. with late nights on Thursdays to 6.30 p.m.


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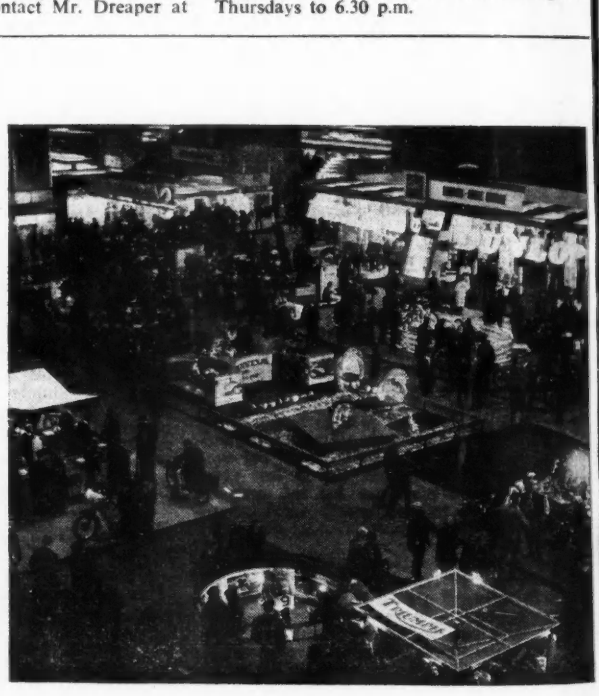

*The latest models in bicycles, mopeds and motor cycles attract large numbers of visitors at Motocyclorama 67, Earls Court. The organizers are expecting a high proportion of overseas buyers to be among the visitors to the show, which will end on September 23.*

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *Projects in Nevis and Anguilla*

MR. R. L. BRADSHAW, Premier of St. Kitts/Nevis/Anguilla, had discussions at the Ministry of Overseas Development on September 13. Among matters discussed was development assistance for Nevis. Under the agreement reached in Barbados in July, special expenditure was envisaged for projects in Nevis/Anguilla, totalling in all £50,000 (i.e. £25,000 each for Nevis and Anguilla) before the end of the current financial year. It was agreed that part of the expenditure for Nevis should be authorized immediately.

### *Brazil and the People's Republic of China*

THE AGREEMENT on adjustments of payments and commerce between the Bank of Brazil S.A. and the People's Bank of China terminated on July 29, 1967. A circular issued by the Banco Central do Brasil on August 16, 1967, states that commercial and financial dealings with the People's Republic of China must now be transacted in freely convertible currency.

Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 355, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2293). Ref. CRE 10771/G.

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# *Information for exporters*

*Brief details are given below of some of the Calls for Tender reported in recent issues of the* **Export Service Bulletin.**†

*For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.* 01-248 5757, *Ext.* 404 *and* 406. *Telex* 25977 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

## ARGENTINA

**Servicios Electricos del Gran Buenos Aires:**

**(179/67) Transformers.** October 15. E.S.B. 33657/67.*

**(181/67) Control Panels Accessories.** October 18. E.S.B. 34030/67.*

**(182/67) Electric Meters; Clocks.** October 18. E.S.B. 34031/67.*

**(183/67) Transporter.** October 23. E.S.B. 34276/67.*

**(183/67) Trucks.** October 25. E.S.B. 34277/67.*

## AUSTRALIA

**(183/67) Marine Seismic Processing** for Department of Supply, Brisbane. October 17. E.S.B. 34704/67.*

**(183/67) Transformers** for Electricity Commission of N.S.W. October 23. E.S.B. 34259/67.*

**(179/67) Radio Communications System** for Hydro-Electric Commission of Tasmania. November 21. E.S.B. 33909/57.*

**(184/67) Circuit Breakers: Switches** for Melbourne City Council. October 18. E.S.B. 34702/67.

**(182/67) Telephone Equipment** for Postmaster General's Department, Melbourne. December 14. E.S.B. 34078/67.

**(181/67) Diesel Locomotives** for Queensland Railways. October 31. E.S.B. 34029/67.

**(183/67) Microwave Radio Bearer Equipment** for Snowy Mountain Hydro-Electric Authority. (Further Information.) postponed to October 25. E.S.B. 26892/67.*

**(180/67) Radio Paging System** for State Electricity Commission of Victoria. (Further Information.) Tender documents now available. E.S.B. 32571/67.*

**(180/67) Electronic Analog Computer** for State Stores Board. October 6. E.S.B. 33379/67.*

**(183/67) Railway Wagons** for Victorian Railways. October 4. E.S.B. 34706/67.

**(180/67) Air Break Switchgear** for Western Australian Government Tender Board. (Further Information postponed to October 12.) E.S.B. 26801/67.*

## BELGIUM

**(179/67) Supplies for and Reconstruction of Reservoir** for Nato. Direction Generale des Constructions. December 15. G.D./2060/57.

## BURMA

**(183/67) Circular Saw Bench** for Defence Department. October 13. E.S.B. 34282/67.*

**(183/67) Laboratory** for Electricity Supply Board. October 17. E.S.B. 34299/67.*

**Myanma Export Import Corporation:**

**(183/67) Calcium Carbide.** October 5. E.S.B. 34287/67.*

**(183/67) Nails.** October 13. E.S.B. 34288/67.*

**(183/67) Hooks and Eyes.** October 13. E.S.B. 34291/67.*

**(184/67) Acetone.** October 5. E.S.B. 34234/67.*

**(184/67) Screws.** October 13. E.S.B. 34289/67.*

**(184/67) Hasps and Staples.** October 13. E.S.B. 34292/67.*

**(184/67) Padlocks.** October 13. E.S.B. 34293/67.*

**(181/67) Batteries.** October 16. E.S.B. 34298/67.*

**(183/67) X-Ray Apparatus** for People's Oil Industry. October 10. E.S.B. 34500/67.*

## CANADA

**(182/67) Construction of Hospital** for City Council Dartmouth, Nova Scotia. Closing date not known. (Advance Information.) E.S.B. 34063/67.

**(180/67) Switchgear** for Manitoba Hydro. October 12. E.S.B. 33953/67.*

## CEYLON

**(184/67) Tyres, Tubes and Flaps** for Ceylon Transport Board. November 7. E.S.B. 34297/67.

**(184/67) Passenger Lifts** for Department of Government Electrical Undertakings. November 2. E.S.B. 34211/67.*

**(183/67) Drill Fabric** for Department of Government Stores. December 4. E.S.B. 34208/67.

**(184/67) Paper and Paper Board** for Eastern Paper Mills Corporation. October 9. E.S.B. 34210/67.*

**(183/67) Water Tubes** for Ministry of Finance. December 5. E.S.B. 34207/67.

**(179/67) Fans** for State Engineering Corporation. October 7. E.S.B. 33660/67.*

## COLOMBIA

**(184/67) Pressure Piping** for Empresa de Acueducto y Alcantarillado de Bogota. (Further Information.) E.S.B. 31994/67.*

## CONGO, DEMOCRATIC REPUBLIC OF

**Ministry of Finance:**

**(183/67) Duplicating Ink.** October 5. E.S.B. 34241/67.*

**(183/67) Duplicating Ink.** October 6. E.S.B. 34242/67.*

**(183/67) Duplicating Ink.** October 6. E.S.B. 34260/67.*

**(183/67) Duplicating Ink.** October 6. E.S.B. 34261/67.*

**(183/67) Duplicating Paper.** October 5. E.S.B. 34264/67.

## CYPRUS

**(182/67) Electricity Meters** for Electricity Authority of Cyprus. October 30. E.S.B. 34056/67.*

**(182/67) Vehicles** for President of the Tender Board. October 7. E.S.B. 34064/67.*

## FORMOSA

**Central Trust of China:**

**(179/67) Teviron Compression Sacks.** October 7. E.S.B. 33371/67.*

**(182/67) Exchange and Toll Switching Equipment.** December 20. E.S.B. 34081/67.*

**(183/67) Crane.** October 12. E.S.B. 34213/67.*

**(183/67) Vibration Analyzer and Dynamic Balancer.** October 13. E.S.B. 34214/67.*

**(183/67) Railway Car Mover.** October 12. E.S.B. 34215/67.*

**(183/67) Tubes and Fittings.** October 12. E.S.B. 34217/67.*

**(183/67) Slotting Machine.** October 11. E.S.B. 34221/67.*

**(183/67) Laboratory Equipment.** October 11. E.S.B. 34222/67.*

**(183/67) Flow Indicators.** October 12. E.S.B. 34224/67.*

**(183/67) Refuelling Equipment.** October 9. E.S.B. 34226/67.*

**(183/67) Steel Sheet Piling.** October 6. E.S.B. 34223/67.*

**(183/67) Water-Softening Agent.** October 9. E.S.B. 34225/67.*

**(183/67) Jacks.** October 9. E.S.B. 34212/67.*

**(183/67) Carbon Steel Rails.** October 6. E.S.B. 34228/67.*

**(184/67) Locomotive Fuelling Equipment.** October 11. E.S.B. 34220/67.*

## GREECE

**(180/67) Agricultural Chemicals** for Agricultural Bank of Greece. October 16. E.S.B. 33963/67.*

**Ministry of Commerce:**

**(179/67) Transreceivers.** October 4. E.S.B. 33640/67.*

**(179/37) Tape Recorders.** October 6. E.S.B. 33643/67.*

**(180/67) Electronic Instruments.** October 9. E.S.B. 33972/67.*

**(180/67) Vehicles.** October 11. E.S.B. 33973/67.*

**(180/67) Volumetric Testing Unit.** October 23. E.S.B. 33977/67.*

**(180/67) Cutting and Drilling Tools.** October 30. E.S.B. 33978/67.*

**(181/37) Egg Testing Machinery.** October 13. E.S.B. 33962/67.*

**(182/67) Paper.** October 4. E.S.B. 34069/67.*

**(182/67) Garage Equipment.** October 23. E.S.B. 34070/67.*

**Ministry of National Defence:**

**(180/67) Pantograph.** October 5. E.S.B. 33961/67.*

**(181/67) Current Meters.** October 6. E.S.B. 33975/67.*

**(181/67) Bathythermographs.** October 4. E.S.B. 33976/67.*

**(182/67) Receivers.** October 11. E.S.B. 34068/67.*

**Public Power Corporation:**

**(182/67) Transformer.** October 19. E.S.B. 34071/67.

**(182/67) Sheet Metal Rollers.** October 30. E.S.B. 34072/67.*

## GUATEMALA

**(182/67) Pipes and Fittings** for Municipalidad de la Ciudad de Guatemala. October 9. E.S.B. 34098/67.*

## INDIA

**Beas Purchase Organization:**

**(179/67) Steel.** November 29. E.S.B. 33699/67.*

**(183/67) Cylinder Boring Machine.** December 13. E.S.B. 34294/67.*

**(184/67) Steel.** November 8. E.S.B. 34255/67.*

**Bhabha Atomic Research Centre:**

**(180/67) Environmental Tester.** October 10. E.S.B. 33968/67.

**(180/67) Gears.** October 11. E.S.B. 33969/67.

**(180/67) Rectifier Unit.** October 17. E.S.B. 33971/67.

**(181/67) Pressure Transmitting and Recording Equipment. (Further Information.)** Tender documents now available. E.S.B. 32954/67.*

**(181/67) Air Liquifying Plant.** (Further Information.) Tender documents now available. E.S.B. 32956/67.*

**(181/67) Respirators and Accessories.** (Further Information.) Tender documents now available. E.S.B. 32957/67.*

**(181/67) Spectrophotometer.** (Further Information.) Tender documents now available. E.S.B. 32958/67.*

**(181/67) Micro-Balance.** (Further Information.) Tender documents now available. E.S.B. 32959/67.*

**(181/67) Micro-Balance.** (Further Information.) Tender documents now available. E.S.B. 32960/67.*

**(181/67) Balances.** (Further Information.) Tender documents now available E.S.B. 32961/67.*

**(181/67) Analytical Balance.** (Further Information.) Tender documents now available. E.S.B. 32962/67.*

**(181/67) Ceramic Powder Press.** October 10. E.S.B. 33967/67.*

**(181/67) Seam Welding Machine.** November 9. E.S.B. 33970/67.*

**(181/67) Oscilloscope.** October 26. E.S.B. 33990/67.

**(181/67) Digital Voltmeter.** October 31. E.S.B. 33993/67.

**(181/67) Cam and Switch Assembly.** November 7. E.S.B. 33996/67.

**(181/67) Induction Heater.** November 3. E.S.B. 33997/67.

**(181/67) Transistor Curve Tracer.** October 24. E.S.B. 33988/57.

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**(182/67) Millimeter Recorder.** October 23. E.S.B. 33986/67.
**(182/67) Oscilloscope.** October 25. E.S.B. 33989/67.
**(182/67) Computer Power Supply Unit.** November 6. E.S.B. 33995/67.
**(182/67) Generator.** October 27. E.S.B. 33991/67.
**(182/67) Impedence Meter.** October 30. E.S.B. 33992/67.
**(182/67) Ultrasonic Flow Detector.** November 2. E.S.B. 33994/67.

**Delhi Electric Supply Undertaking:**
**(182/67) Transformers; Lightning Arresters.** (Further Information.) Tender documents now available. E.S.B. 32859/67.*
**(184/67) Sub-Station Equipment.** November 30. E.S.B. 34254/67.
**(180/67) Planing Machine** for Director General of Supplies and Disposals. October 20. E.S.B. 33984/67.*

**Fertilizer Corporation of India Ltd.:**
**(183/67) Crash Tender.** (Further Information.) Tender documents now available. E.S.B. 32858/67.*
**(183/67) Velometer; Voltmeter.** October 9. E.S.B. 34295/67.*

**Hindustan Aeronautics Ltd.:**
**(183/67) Filter Unit.** October 6. E.S.B. 34077/67.
**(183/67) Eyelet Forming Machine.** October 6. E.S.B. 34082/67.
**(183/67) Surface Plates.** October 6. E.S.B. 34087/67.
**(183/67) Hydraulic Press.** October 6. E.S.B. 34083/67.
**(183/67) Deburring Drum.** October 6. E.S.B. 34084/67.
**(183/67) Tool and Cutter Grinder.** October 6. E.S.B. 34085/67.
**(183/67) Vacuum Cleaners.** October 6. E.S.B. 34089/67.
**(184/67) Weighing Equipment.** October 6. E.S.B. 34086/67.
**(184/67) Mechanical Sweepers.** October 6. E.S.B. 34088/67.
**(182/67) Steel Tape** for Hindustan Cable Ltd. October 17. E.S.B. 34054/67.
**(182/67) Cable Fault Localiser** for Indian Oil Corporation Ltd. October 16. E.S.B. 34034/67.
**(184/67) Sand Grab** for Madras Port Trust. October 18. E.S.B. 34257/67.
**(180/67) Construction of Transmission Lines** for Maharastra State Electricity Board. (Further Information.) Closing date postponed to October 10. E.S.B. 29457/67.*
**(183/67) Contractors' Plant** for Neyveli Lignite Corporation. (Further Information.) Closing date postponed to October 17. E.S.B. 21897/67.*
**(182/67) Conductor** for West Bengal State Electricity Board October 23. E.S.B. 34033/67.

## IRAN

**Iranian Tobacco Monopoly:**
**(182/67) Acetate Filter Rods.** November 21. E.S.B. 34052/67.*
**(182/67) Paper.** November 23. E.S.B. 34053/67.*
**(183/67) Cardboard.** November 26. E.S.B. 34258/67.*
**(182/67) Electrical Furnace** for Iranian State Railways. November 4. E.S.B. 34073/67.*
**(183/67) Pulp Drying Plant** for Iran Manufacturing Co. (Sugar Industries Department.) October 30. E.S.B. 34076/67.

**Iran Mining and Metallurgical Co.:**
**(182/67) Fuses and Detonators.** October 7. E.S.B. 34074/67.*
**(183/67) Coal Washing Plant.** October 10. E.S.B. 34075/67.*

## IRISH REPUBLIC

**(182/67) Sewerage and Sewage Disposal Scheme** for Clones Urban District Council. October 6. E.S.B. 34050/67.
**(182/67) Construction of Houses** for National Building Agency Ltd. October 6. E.S.B. 34051/67.

## LEBANON

**Lebanese State Railways:**
**(179/67) Lubricating Oil.** October 11. E.S.B. 33921/67.*
**(179/67) Vehicle Spare Parts.** October 11. E.S.B. 33922/67.*

## MALAYSIA

**(179/67) Flight Control Systems** for Ministry of Transport. (Further Information.) Closing date postponed to October 4. E.S.B. 27902/67.*

## MALTA

**The Treasury, Valetta:**
**(179/67) Polio Vaccine.** October 5. E.S.B. 33348/67.*
**(180/67) Dressing Gowns.** October 12. E.S.B. 33952/67.*

## MOZAMBIQUE

**Ports, Railways and Transport Department:**
**(180/67) Automotive Equipment.** October 11. E.S.B. 33956/67.
**(180/67) Electrical Equipment.** November 29. E.S.B. 33957/67.
**(180/67) Trailer Cars.** November 27. E.S.B. 33938/67.
**(180/67) Aircraft Spares.** October 25. E.S.B. 33931/67.
**(180/67) Decimal Scale; Workshop Equipment.** November 27. E.S.B. 33939/67.
**(183/67) Tools and Hardware.** October 18. E.S.B. 34244/67.
**(183/67) Coupling and Traction Gear.** November 3. E.S.B. 34243/67.
**(184/67) Vehicles.** October 6. E.S.B. 34246/67.
**(184/67) Electrical Equipment.** October 9. E.S.B. 34247/67.
**(184/67) Vacuum Handbrakes.** November 6. E.S.B. 34249/67.
**(184/67) Inspection Car Spare Parts.** November 6. E.S.B. 34250/67.
**(184/67) Lead Seals.** October 10. E.S.B. 34251/67.
**(184/67) Glue.** October 6. E.S.B. 34252/67.
**(184/67) Metal Net.** October 10. E.S.B. 34253/67.

## NETHERLANDS

**(184/67) Construction of Motorway** for Directorate of Waterways. October 13. E.S.B. 34280/67.
**(180/67) Buses** for Headquarters Allied Forces Central Europe. October 10. E.S.B. 33983/67.*

## NEW ZEALAND

**(180/67) Textiles** for Auckland Hospital Board. October 13. E.S.B. 33981/67.*

**General Post Office, Wellington:**
**(180/67) Forceps; Scissors.** October 13. E.S.B. 33979/67.*
**(182/67) Hoists.** October 18. E.S.B. 34093/67.*
**(182/67) Tape Measures.** October 19. E.S.B. 34094/67.*
**(182/67) Radio Equipment Accessories.** October 20. E.S.B. 34095/67.*
**(183/67) Bituminous Tape.** October 16. E.S.B. 34243/67.*

## PAKISTAN

**Director of Supply:**
**(180/67) Milk Bottles.** October 26. E.S.B. 33946/67.*
**(182/67) Cement.** (Further Information.) Closing date postponed to October 15. E.S.B. 32428/67.*
**(180/67) Pulp and Paper Mill** for East Pakistan Forest Industries Development Corporation. (Further Information.) Closing date postponed to October 14. E.S.B. 23754/67.*
**(183/67) Water Treatment and Pumping Plants** for Karachi Development Authority. November 20. E.S.B. 34279/67.
**(183/67) Bogies** for West Pakistan Railway Board. November 1. E.S.B. 34231/67.

## PARAGUAY

**(180/67) Water Meters** for Corporacion de Obras Sanitarias. October 13. E.S.B. 33932/67.*

## SAUDI ARABIA

**(184/67) Chemicals and Medicines** for Ministry of Health. (Further Information.) Closing date postponed to October 4. E.S.B. 28649/67.*
**(184/67) Construction of Building** for Pensions Department, Riydah. (Further Information.) Closing date postponed to October 26. E.S.B. 25399/67.

## SINGAPORE, REPUBLIC OF

**Central Supplies Office:**
**(183/67) Disinfectant.** October 4. E.S.B. 34090/67.*
**(183/67) Musical Instruments.** October 4. E.S.B. 34091/67.*
**(183/67) Technical Equipment and Machinery** for Ministry of Education. October 11. E.S.B. 34092/67.*

## SOUTH AFRICA

**Cape Provincial Tender Board:**
**(182/67) Water Colours.** October 6. E.S.B. 34047/67.*
**(183/67) Flannelette.** October 6. E.S.B. 34046/67.*
**(183/67) Construction of Sewage Plant** for City of Durban. (Further Information.) Closing date postponed to October 6. E.S.B. 30691/67.

**South African Iron and Steel Industrial Construction Ltd.:**
**(179/67) Cranes.** October 25. E.S.B. 33694/67.*
**(179/67) Coking Coal Plant.** November 27. E.S.B. 33695/67.*

**State Tender Board:**
**(181/67) Contractor's Plant.** October 4. E.S.B. 34017/67.*
**(181/67) Survey Equipment.** October 18. E.S.B. 34026/67.*
**(181/67) Earth Moving Equipment.** November 1. E.S.B. 34027/67.*
**(182/67) Paving Breakers.** October 5. E.S.B. 34018/67.*
**(183/67) Chromatograph.** October 9. E.S.B. 34273/67.*
**(183/67) Laboratory Equipment.** October 9. E.S.B. 34275/67.*
**(184/67) Laboratory Equipment.** October 9. E.S.B. 34270/67.*
**(184/67) Ultracentrifuge.** October 9. E.S.B. 34271/67.*
**(184/67) Laboratory Equipment.** October 9. E.S.B. 34274/67.*

## SUDAN

**(184/67) Insulators and Accessories** for Department of Posts and Telegraphs. October 23. E.S.B. 34238/67.*
**(184/67) Paper** for Government Printing Press. October 18. E.S.B. 34240/67.*

**Ministry of Works:**
**(180/67) Water Treatment Plant.** October 10. E.S.B. 33633/67.*
**(181/67) Paint.** October 7. E.S.B. 32074/67.*

**Public Agricultural Production Corporation:**
**(183/67) Saw Ginning Factories.** (Further Information.) Closing date postponed to October 15. E.S.B. 32401/67.*
**(184/67) Combine Harvesters.** October 16. E.S.B. 34237/67.*
**(183/67) Scrapers** for Rural Water and Development Corporation. October 7. E.S.B. 34239/67.*

**Sudan Railways:**
**(181/67) Permanent Way Equipment.** (Further Information.) Tender documents now available. E.S.B. 32878/67.*
**(181/67) Diesel Crankcase Lubricating Oil.** October 10. E.S.B. 33955/67.*

## THAILAND

**(180/67) Conductor** for Metropolitan Electricity Authority. October 25. E.S.B. 33927/67.*

**Royal Irrigation Department:**
**(182/67) Electrical Equipment; Tools.** (Further Information.) Full specifications, etc. now available. E.S.B. 32960/67.*
**(182/67) Contractors Plant.** (Further Information.) Full specifications, etc. now available. E.S.B. 33919/67.*

**State Railway:**
**(179/67) Structural Steel.** October 24. E.S.B. 33910/67.
**(179/67) Structural Steel.** October 24. E.S.B. 33918/67.
**(179/67) Steel.** October 11. E.S.B. 33920/67.
**(179/67) Steel.** October 25. E.S.B. 33924/67.
**(179/67) Scales.** October 17. E.S.B. 33926/67.
**(180/67) Crane.** October 24. E.S.B. 33925/67.*
**(182/67) Steel.** October 25. E.S.B. 34067/67.

## TRINIDAD AND TOBAGO

**(183/67) Construction** of Highway for Ministry of Works. (Further Information.) Tender documents now available. E.S.B. 28585/67.*

## TUNISIA

**(181/67) Refrigerators** for L'Office du Commerce. October 20. E.S.B. 33980/67.*
**(180/67) Agricultural Machinery** for Sous-Secretariat d'Etat à l'Agriculture. October 10. E.S.B. 33947/67.*

## TURKEY

**(179/67) Carrier Equipment** for P.T.T. Administration. October 9. E.S.B. 33653/67*
**(182/67) Battery Cells** for State Railways Administration. October 5. E.S.B. 34042/67.*

## UNITED STATES OF AMERICA

**(182/67) Power Transformers** for Bonneville Power Administration. (Further Information.) Closing date postponed to October 4. E.S.B. 31989/67.*
**(183/67) Electrical Equipment** for Denver Federal Center. October 10. E.S.B. 34229/67.*

## URUGUAY

**(180/67) Lorry Chassis** for Ministry of Livestock and Agriculture. October 31. E.S.B. 33907/67.
**(182/67) Anti-Measles Vaccine** for Ministry of Public Health. October 11. E.S.B. 34040/67.
**(179/67) Tractor Lorries** for Ministry of Public Works. October 4. E.S.B. 33906/67.

**State Oil Alcohol Monopoly:**
**(180/67) Ethyl Fluid.** October 6. E.S.B. 33904/67.
**(180/67) Hose.** October 10. E.S.B. 33941/67.

**State Radio and Television Service:**
**(179/67) Valves.** October 5. E.S.B. 33905/67.
**(179/67) Tape Recorders.** October 19. E.S.B. 33940/67.

## VIETNAM

**Central Purchasing Authority:**
**(182/67) Printing Press.** October 4. E.S.B. 34096/67.*
**(182/67) Fluothane.** October 4. E.S.B. 34097/67.*

## ZAMBIA

**Central Supply and Tender Board:**
**(182/67) Textiles.** October 13. E.S.B. 34060/67.*
**(182/67) Thread.** October 13. E.S.B. 34061/67.*
**(182/67) Television Transmitting Equipment.** October 13. E.S.B. 34062/67.*
**(182/67) Pharmaceuticals.** October 13. E.S.B. 34065/67.*
**(182/67) Textiles.** October 13. E.S.B. 34066/67.*

*Continued on page 721*


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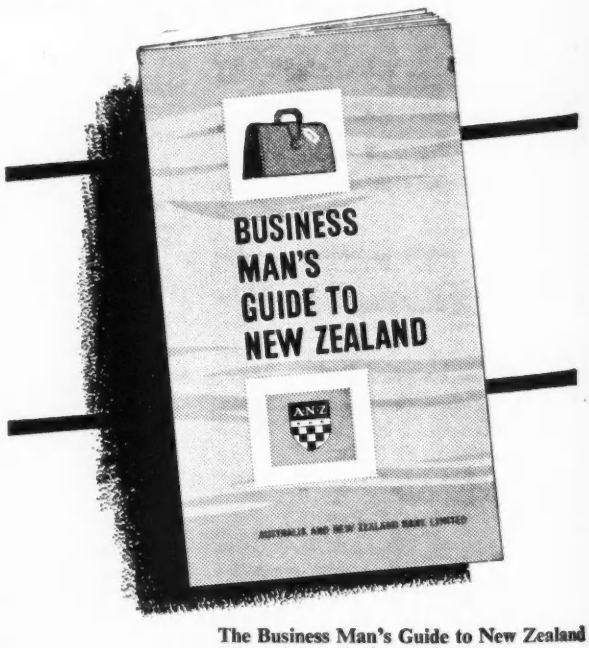


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**Abu Dhabi**
(179/67) Agency inquiry for domestic appliances; electric cables; gramophone records; record players; switchgear. E.S.B. 33256/67.

**Algeria**
(181/67) Inquiry for galvanised sheeting production equipment; tin plate production equipment. E.S.B. 33757/67.

**Algeria/Turkey**
(184/67) Trade Agreement. C.R.E. 20551/G.

**Australia**
(180/67) Agency inquiry for railway equipment. E.S.B. 33765/67.
(181/67) Agency inquiry for liquid handling equipment. E.S.B. 10393/67.
(182/67) Agency inquiry for electronic components. E.S.B. 33067/67.
(184/67) Agency inquiry for footwear. E.S.B. 33007/67.
(184/67) Agency inquiry for glass fibre rovings. E.S.B. 33047/67.
(184/67) Agency inquiry for steel cut-off machine. E.S.B. 29889/67.
(180/67) Manufacture under licence – industrial heating equipment; switchboard apparatus; wiring devices. E.S.B. 34121/67.
(181/67) Inquiry for chemicals. E.S.B. 30304/67.
(182/67) Manufacture under licence – industrial clothing; leather goods. E.S.B. 33250/67.

**Austria**
(181/67) Agency inquiry for petrol and service station equipment. E.S.B. 33772/67.

**Bahamas**
(185/67) Inquiry for plastic piping. E.S.B. 34381/67.

**Bahrain**
(182/67) Inquiry for beverages; confectionery; foodstuffs. E.S.B. 6957/67.

**Barbados**
(181/67) Agency inquiry for bakery machinery and equipment; hotel equipment. E.S.B. 33833/67.

**Belgium**
(182/67) Manufacture under licence – mechanical products; metal constructions. E.S.B. 33552/67.

**Brazil**
(180/67) Agency inquiry for artificial kidney machines; electro-encephalographs. E.S.B. 31179/67.
(180/67) Inquiry for carpenter's tools; cutlery; dried codfish; perfumes; television and radio sets. E.S.B. 33235/67.
(181/67) Inquiry for printing machinery; teaching equipment. E.S.B. 34101/67.

**British Honduras**
(183/67) Inquiry for motor vehicle spare parts. E.S.B. 33519/67.
(184/67) Inquiry for exercise books. E.S.B. 34405/67.

**For further details on the 'Export Service Bulletin' see page 718.**

**Ceylon**
(182/67) Inquiry for electric motor components and production machinery. E.S.B. 34305/67.

**Costa Rica**
(179/67) Inquiry for chemicals. E.S.B. 33760/67.

**El Salvador**
(179/67) Inquiry for educational toys; games; sports goods. E.S.B. 33171/67.

**Finland**
(181/67) Agency inquiry for glass fibre fabrics. E.S.B. 26374/67.
(183/67) Agency inquiry for camping goods; hobby equipment; toys. E.S.B. 33889/67.

**Formosa**
(180/67) Tenders – successful bidders. E.S.B. 19699/67.

**Germany, Federal Republic of**
(179/67) Agency inquiry for welding electrodes. E.S.B. 26128/67.
(181/67) Agency inquiry for medical preparations. E.S.B. 33864/67.
(182/67) Agency inquiry for heating conductor; resistance wires. E.S.B. 33498/67.
(182/67) Agency inquiry for transport container traffic. E.S.B. 32751/67.
(183/67) Agency inquiry for womens coats; dresses. E.S.B. 34388/67.
(180/67) Inquiry for forging equipment. E.S.B. 33160/67.
(181/67) Inquiry for beverages. E.S.B. 33858/67.
(181/67) Inquiry for buttons. E.S.B. 34167/67.

**Guyana**
(180/67) Agency inquiry for domestic refrigerators; foodstuffs; sanitary fittings; tools. E.S.B. 33215/67.

**Hungary**
(180/67) Budapest International Fair. G.D. 10606/G.

**Iceland**
(183/67) Inquiry for babies napkins; domestic articles; gloves; paper and foil; surgical dressings; toiletries; vacuum flasks. E.S.B. 34352/67.

**India**
(182/67) Inquiry for air conditioners; communications equipment. E.S.B. 34151/67.
(183/67) Inquiry for builders materials. E.S.B. 33830/67.

**Indonesia**
(182/67) Inquiry for motor car spare parts. E.S.B. 31401/67.

**Iran**
(180/67) Inquiry for garbage composting plant. E.S.B. 33795/67.

**Irish Republic**
(182/67) Agency inquiry for alarm systems. E.S.B. 34183/67.

**Italy**
(179/67) Agency inquiry for beach clearing equipment. E.S.B. 33555/67.
(179/67) Agency inquiry for television aerials and accessories. E.S.B. 33554/67.

**Ivory Coast**
(184/67) Agency inquiry for insulators. E.S.B. 32149/67.

**Jamaica**
(184/67) Inquiry for liquid latex. E.S.B. 34504/67.

**Jordan**
(179/67) Agency inquiry for electrical domestic appliances; foodstuffs; machinery; pumps; water treatment plant. E.S.B. 33115/67.

**Kenya**
(182/67) Agency inquiry for pipes and fittings. E.S.B. 34158/67.
(181/67) Manufacture under licence – refrigerators. E.S.B. 12798/67.
(182/67) Inquiry for charcoal briquetting machinery. E.S.B. 33885/67.

**Lebanon**
(183/67) Agency inquiry for central heating equipment and accessories; sanitary fittings; tiles. E.S.B. 33756/67.
(184/67) Agency inquiry for metals; yarns. E.S.B. 34194/67.

**Mexico**
(179/67) Manufacture under licence – speciality papers. E.S.B. 33556/67.
(182/67) Manufacture under licence – plaster bandages. E.S.B. 33550/67.

**Nepal**
(184/67) Inquiry for brewery plant. E.S.B. 33571/67.

**Nigeria**
(183/67) Inquiry for paper. E.S.B. 34391/67.

**Norway**
(179/67) Inquiry for footwear. E.S.B. 32116/67.

**Pakistan**
(182/67) Inquiry for medical and hospital equipment. E.S.B. 31895/67.

**Portugal**
(180/67) Inquiry for television sets. E.S.B. 33723/67.

**Saudi Arabia**
(183/67) Inquiry for petrol pumps. E.S.B. 31125/67.
(184/67) Inquiry for office furniture. E.S.B. 30999/67.

**Sierra Leone**
(179/67) Inquiry for cement block-making machine. E.S.B. 33586/67.

**Singapore**
(180/67) Agency inquiry for aerosol preparations; chemicals; pharmaceuticals. E.S.B. 33817/67.
(183/67) Inquiry for chemicals. E.S.B. 34349/67.

**South Africa**
(180/67) Agency inquiry for drain rods and ancillary equipment. E.S.B. 33840/67.
(181/67) Agency inquiry for knitted fabrics. E.S.B. 33891/67 and E.S.B. 28753/66.
(181/67) Manufacture under licence – rivets. E.S.B. 20865/67.

**Sweden**
(180/67) Agency inquiry for mohair plaids and shawls. E.S.B. 33759/67.

**Switzerland**
(181/67) Agency inquiry for raincoats. E.S.B. 40694/66.
(185/67) Agency inquiry for engine test control equipment. E.S.B. 33888/67.
(180/67) Inquiry for backed pulveriser; compost-silos; farming implements; incinerators; lawn mowers; seeders. E.S.B. 29896/67.
(185/67) Inquiry for warning lamps. E.S.B. 34155/67.

**Tunisia/Denmark**
(184/67) Trade Agreement. C.R.E. 7851/G.

**Turkey**
(182/67) Manufacture under licence – hospital equipment. E.S.B. 34156/67.

**Uganda**
(180/67) Agency inquiry for roofing materials. E.S.B. 33232/67.

**United States of America**
(180/67) Agency inquiry for foodstuffs and confectionery. E.S.B. 26515/67.
(179/67) Inquiry for bicycles; household electrical goods; lawn mowers; radio sets. E.S.B. 33031/67.
(183/67) Inquiry for men's sweaters. E.S.B. 34312/67.
(184/67) Inquiry for tungsten carbide inserts. E.S.B. 34407/67.

**Vietnam**
(182/67) Agency inquiry for car reconditioning equipment; diesel engines; machine tools; pens; television sets. E.S.B. 33297/67.

**Yugoslavia**
(181/67) Agency inquiry for boilers; catering equipment; consumer goods; dust extraction equipment; food processing equipment; machine tools; office machinery; postal and bank equipment; textiles; vending machines. E.S.B. 12459/67.

**Zambia**
(183/67) Inquiry for engines. E.S.B. 32602/67.

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# Export Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in September 1 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 633 of September 15 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

## To sell in United States

SENIOR executives from 11 Scottish firms in the engineering industry are preparing to set off for the United States in search of orders. The group will leave Prestwick Airport on September 29 for a 2½-week tour which will take them to many of the major American cities.

The visit has been arranged by the Scottish Council (Development and Industry), and follows quickly on last month's successful trip by eight electronic companies to the Pacific coast (see above).

Mr. Peter Cruickshank, of the Council's development division, who will accompany the group, recently spent a month in the United States assessing the opportunities for Scottish engineering firms to become specialised suppliers for American companies.

Giving details of the project, Mr. Cruickshank said that the visit, like the electronics one, was designed to create interest in Scotland's capabilities as a manufacturing centre, and to encourage in Scottish industry a greater awareness of advanced technological projects and automation techniques being developed in the United States.

"I am convinced that the opportunities for selling in this field in America have never been greater," he commented. "An increasing number of firms are thinking internationally in terms of their buying requirements, and this means that Scottish firms are well placed either to expand their existing volume of business or to secure a valuable foothold."

The companies represented on the visit range from large scale manufacturers of end products to smaller, highly specialised suppliers. A pre-planned itinerary of business meetings and appointments, tailored to individual requirements, has been drawn up for each company. This will combine the advantages of a group operation with the maximum degree of freedom.

Between them, the 13 executives will travel within America a total of about 100,000 miles in just over a fortnight. Operations will be based in Los Angeles, Chicago, Cleveland, and New York, but members of the group, either individually or collectively, will be visiting many other centres, including Cincinnati, Atlanta, Baltimore, Washington, San Francisco, Seattle and Dayton.

## Triumph for Scottish electronics group

SEVERAL Scottish electronics companies specialising in advanced techniques are on the brink of a major breakthrough in the American market after a two week tour of the Pacific coast of the United States.

The visit, arranged by the Scottish Council (Development and Industry), took senior executives from eight Scottish firms in the electronics industry to one of the leading technological communities in the world. Four members of the group returned to Scotland on September 10 the others flew home later.

Mr. Lindsay Aitken, head of the Council's development division, who accompanied the group, said that the success of the project, the first of its kind to be organised from Scotland, had exceeded all expectations. There were now firm prospects of substantial orders being won by firms who went on the visit.

Members of the group each had a carefully planned individual programme of appointments with American manufacturers which enabled them to exchange ideas and information, learn of the latest developments in advanced technology, and discuss their buying requirements.

During the first week, which was spent in the San Fransisco area, the group paid a special visit to the Western Electronics Manufacturers Convention (Wescon), one of the biggest electronic shows in the United States. The base for the second week was Los Angeles, where members worked in temperatures of more than 110 degrees – a record even for Los Angeles.

Several firms have been asked to quote for very large contract items by American manufacturers. Some of the Scots already have plans on the drawing board. Other members of the group are investigating the possibility of joint venture manufacturing operations to serve European markets. And at least one firm is so impressed with the volume of potential business that it is thinking of setting up a sales office in the United States.

*The Swedish Ambassador in Washington and his wife Mr. and Mrs. H. de Besche pictured in the showroom of Josiah Wedgwood and Sons Limited, Barlaston, Stoke-on-Trent. The Ambassador and his wife, who are touring in Britain, visited Barlaston and were taken on a tour of the factory.*

## Sales trip to Washington

MR. R. T. BARNFIELD, deputy chairman of the Dennis Group of Companies, of which Mercury Airfield Equipment Limited is a subsidiary, left recently with Mr. J. M. Stephens, general manager of Mercury Airfield Equipment, to present to the Air Transport Association of America at a two-day symposium in Washington, their design concept for a 70-ton, weight-towing tractor, capable of manoeuvring and servicing the "Jumbo Jet" Boeing 747 airliner and the projected American SST aircraft.

Specifications as to the requirements were issued by the Air Transport Association of America to manufacturers throughout the world who were interested in and capable of producing this required but sophisticated equipment.

Mercury Airfield Equipment Limited already supply a great deal of the aircraft ground handling equipment used by airlines throughout the world.

The requirements for an aircraft-towing tractor, capable of towing the giant Boeing 747, and the heavier supersonic transport of 1 million lb. all-up-weight raise technical problems of considerable complexity.

## 'Come to Britain' salesmen fly to North America

MORE than 40 travel salesmen from England, Scotland, Wales and Northern Ireland flew to New York on September 16 to stage the first-ever 'British Travel Workshop' in North America.

The 'workshop' – which is being organized by the British Travel Association, Britain's official tourist organization, in co-operation with British Overseas Airways Corporation and Cunard Line – follows the success of similar on-the-spot sales meetings last year in Paris, Frankfurt and Stockholm.

The travel salesmen going to North America represent hotel groups, coach tour operators, travel agents, car-hire firms and other business organizations throughout Britain which cater for the country's growing numbers of overseas visitors.

A British Travel Association spokesman said: '"Workshop" means "work" – and the salesmen will be doing just that during the full eight days they are in North America. During intensive business meetings in New York and Toronto they will meet and sell travel and and holidays in Britain to leading American and Canadian agents.'

The BTA spokesman said the 'workshop' was designed to take the product to the potential buyer. The support the Association had received in arranging the North American meetings underlined the determination of all sections of the British travel trade to get out and create new export business.

## Speedwell Gear Case export interests

MR. DEREK MATTEY, chairman of Speedwell Gear Case Co. Ltd., of Witton, Birmingham, among the country's leaders in highly advanced metal fabrication techniques, has left for Sweden and Denmark on a week's export tour.

Since Mr. Mattey's first visit a few months ago many inquiries have been received and he will be following up new export opportunities in the two countries with particular interests in cycles, prams and general engineering.

## Tour of United States and Canada

PIRELLI'S manager, general rubber goods export sales, Mr. T. K. J. Harfield, has left on a five-week sales boost trip to Canada and America. He will call on the company's product distributors and furniture manufacturers, visiting Montreal, Toronto, Louisville, Florida and Boston.

He will also attend a preliminary meeting of delegates whose companies are to exhibit at the Furniture Trade Suppliers' Fair in Louisville, Kentucky, to be staged in September 1968. In collaboration with its distributors, Pirelli Limited will be among the organizations taking part in the show.

At its Burton-on-Trent factory, Pirelli Limited is the world's' largest resilient webbing manufacturer. The company exports millions of yards of webbing to the States and Canada every year. Resilient webbing is a flat textile-reinforced rubber spring.

# Export Orders

**Firms are invited to send in brief details of recent export orders or contracts for mention on this page.**

### Swiss TV order

An order worth over £80,000 to extend the Swiss television network has been placed with GEC (Telecommunications) Limited, of Coventry, England, by the Swiss Posts, Telegraphs and Telephones Department.

GEC has already provided all the transmission equipment for the existing network, and this is the fifth extension. Completely semi-conductored 2000 Mc/s equipment will be supplied to connect 18 television stations in various parts of Switzerland. The company will also provide equipment for a maintenance training centre in Berne.

### Kent meters for Hong Kong

Kent Meters Limited (a member of the George Kent Group) has secured an order for the export of 70,000 domestic water meters to Hong Kong.

The contract, worth more than £200,000, was placed by the Crown Agents on behalf of the Hong Kong Public Works Department.

The order will be satisfied by the company's range of 'PSM' semi-positive, rotary-piston domestic water meters, which are giving efficient and valuable service under exacting conditions in some 70 countries throughout the world.

Manufacture for this contract is already in progress at the company's Luton works, and delivery will be completed by the end of the year.

### £1.6 million export orders for tankage

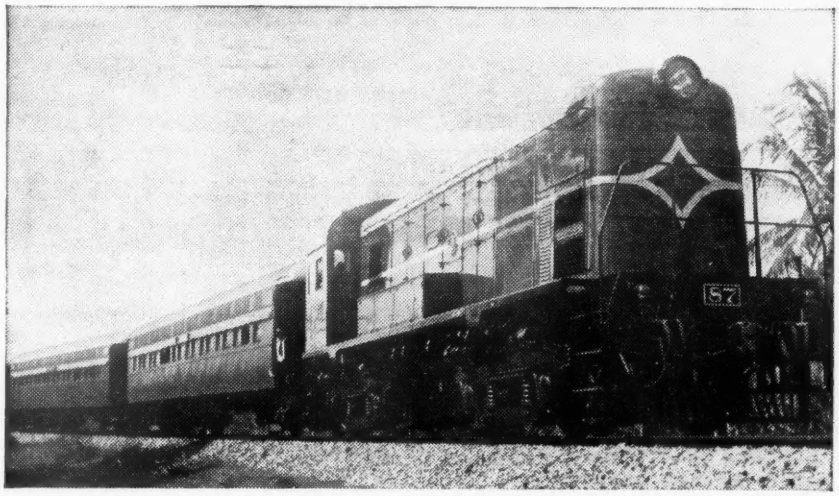
Four contracts for tankage, to the value of approximately £1.6 million, have been awarded to two companies in the Motherwell Bridge group. Three of these are for Motherwell Bridge Tankage Limited.

The first is for two Horton floating-roof tanks and ancillary pipework for the Abu Dhabi Petroleum Company Limited, at Jebel Dhanna, Sheikhdom of Abu Dhabi. With a diameter of 260ft, these tanks will be among the largest in the world.

The second is for four tanks of the same type but of 200ft. diameter for Pan Am (UAR) Oil Co., Ltd. These will form an extension to an existing tank farm at Ras Shukheir, United Arab Republic. (Note: Pan Am is a wholly owned subsidiary of American International Oil Co., Ltd., which, in turn, is a wholly owned subsidiary of Standard of Indiana Ltd.).

The third is for the supply and erection of two floating-roof tanks of 170ft. diameter, together with the construction and installation of 2.84 miles of 14in. submarine pipeline and associated works for Anglo-Ecuadorian Oilfields Ltd., at La Libertad, Ecuador.

The fourth contract, awarded to The Motherwell Bridge and Engineering Company Limited by The Chemical Construction Corporation (Chemico), New York, is for a double-walled tank, capable of storing 10,000 metric tons of anhydrous ammonia at a temperature of −30°F. The tank will be part of the fertilizer plant which Chemico is constructing in Damman, Saudi Arabia.



*English Electric has received a fourth repeat order from Jamaican Government Railways for mainline diesel-electric traction. Two more 750 h.p. locomotives – similar to 'No. 87' seen in service above – powered by 6-cylinder English Electric diesel engines are to be manufactured at the company's Vulcan Works, Newton-le-Willows. With this new order, increasing traffic on Jamaica's sharply curved 224-mile system will be operated by a 14-strong mainline fleet of English Electric diesels more economically than more than twice that number of steam locomotives which they have replaced.*

### £125,000 Kenya and Ceylon contracts

Sturtevant Engineering (Drake & Gorham, Scull Group) have gained two export orders worth together £125,000 for custom-built plant from Kenya and Ceylon.

For the Ceylonese Agricultural Ministry, Sturtevant have specially designed and built a 25-ton per hour capacity fertilizer mixing plant. This order, worth about £95,000, follows a series of other contracts from Ceylon to provide similar mixing equipment.

Custom-built equipment is also being supplied for about £30,000 to Jay Gee Products of Nairobi, Kenya. This order is for a complete fine milling plant specially designed for milling limestone, talc, coram and dolomites.

These two orders were won by Sturtevant's Materials Processing Division, who export some 85 per cent of their production.

### Gauges for Japanese bulk carriers

Whessoe ST-10,000A gauges are to be fitted to the six 276,000 ton DW bulk carriers being built in Japan for National Bulk Carriers Inc., to satisfy the need for accurate gauging on these vessels. It is of interest to note that the depth of the cargo tanks on these vessels is about 105 feet.

The ships are on order with Mitsubishi Heavy Industries and Ishikawajima – Harima Heavy Industries. The value of the order to Whessoe is £25,000. Whessoe gauges are also on order for several other vessels building in Japan for Scandinavian owners.

### New East European markets

A breakthrough in export sales has been achieved by Lintafoam Limited, the leading producers of latex foam fabrics for the lingerie and swimwear industry.

Mr. A. J. Welford, the company's newly-appointed export sales director, has recently returned from Vienna with big orders not only from Austria – where Lintafoam sales were already well-established – but also from Yugoslavia. The new orders total about £25,000.

### Eire order for Venner time switches

The Electricity Supply Board in Dublin has placed an order worth nearly £30,000 with Venner Limited for 2,500 time switches. They will be used to control off-peak central heating installations.

### Australian Railways buy Whitlock

The New South Wales Department of Railways have recently taken delivery of six Whitlock 105 offset excavators. These machines will be working on line maintenance throughout the State of New South Wales and in order to ensure that no danger is incurred by coming in contact with the overhead electrical wires the hydraulics have had to be set so so that at no time will the jib arm be in excess of 10ft. 6in.

Negotiations for this order, which is worth £20,000, commenced in May between Mr. R. N. Whitlock, director of the parent company, Whitlock Bros. Limited of Great Yeldham, Essex, who was then on a visit to Australia, and Mr. T. Randell-Smith, the chief engineer of the Department of Railways. The machines were supplied through Whitlock's Australian subsidiary company, Whitlock (Australia) Pty. Ltd. of Church Road, Granville, New South Wales.

### £12,000 contract in Sarawak

Benham and Sons Ltd., kitchen engineers, of 66 Wigmore Street, London, W.1, have been awarded the contract to supply over £12,000 worth of equipment for installation in the kitchen of the new General Hospital, Kutching, Sarawak.

The equipment, which is all either steam or electrically heated, should be installed by mid-October. The hospital itself is opening in December 1968, and will have beds for 400 patients when complete. The order was placed with Benham's export department by Alliance (Malaya) Engineering Ltd. of High Wycombe, Bucks.

### Alvis gets Austrian order

Alvis Limited have received an order worth £60,000 from the Austrian Government for their Stalwart amphibious vehicles.

These vehicles are to be used for trials during the coming winter to assess their suitability for flood and disaster relief. If the trials are successful, substantial orders are expected.

It will be recalled that last winter's disastrous floods resulted in extensive damage and loss of life, and the Austrian authorities, after seeing amphibious trials of the Stalwart, felt it would be the ideal vehicle for relief and rescue operations.

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN ECONOMIC COMMUNITY

### *Common organization of the market for cereals*

THE *Board of Trade Journal* dated July 7, 1967 (page 60) contains an announcement about Regulation No. 120/67/CEE which set up, with effect from July 1, 1967, the final market organization for cereals. This provides for the imposition of variable levies on imports and restitutions on exports and affects products falling within the following tariff headings:

| Common Tariff No. | Products |
|---|---|
| Ex 10.01 | Soft wheat and meslin. |
| 10.02 | Rye. |
| 10.03 | Barley. |
| 10.04 | Oats. |
| 10.05 | Maize. |
| 10.07 | Buckwheat, millet, long millet (phalaris), sorghum and Indian sorghum grain; other cereals. |
| Ex 10.01 | Durum wheat. |
| 11.01 A | Wheat or spelta flour. |
| 11.01 B | Meslin flour. |
| Ex 11.01 C | Rye flour. |
| Ex 11.02 A I | Groats and wheat meal (soft wheat and durum wheat). |
| Ex 07.06 | Manioc, arrowroot, salep and other similar roots and tubers with high starch content, fresh or dried, whole or sliced (other than sweet potatoes). |
| Ex 11.01 | Cereal flours:<br>Ex C. Of barley and oats.<br>E. Other. |
| Ex 11.02 | Cereal groats and cereal meal; other worked cereal grains (for example, rolled, flaked, polished, pearled or kibbled, but not further prepared), except husked, glazed, polished or broken rice; germ of cereals, whole, rolled, flaked or ground.<br>Ex A I Of wheat, other than cereal groats and cereal meal.<br>II Of rye.<br>III Of other cereals:<br>(a) Flaked barley and oats.<br>Ex (b) Other, excluding cereal groats and meal of rice.<br>B Germ of cereals, including flours. |
| 11.06 | Flour and meal of sago and of manioc, arrowroot, salep and other roots and tubers falling within heading No. 07.06.<br>A. Manioc.<br>B. Other. |
| 11.07 | Malt, roasted or not. |
| Ex 11.08 A | Starches:<br>I. Maize starch.<br>II. Potato starch.<br>(a) Intended for the manufacture of dextrins, glues, dressings or glazings.<br>(b) Other.<br>IV. Other. |
| 11.09 | Gluten and gluten flour, roasted or not. |
| Ex 17.02 B | Glucose and glucose syrup:<br>II. Other. |
| Ex 23.02 | Bran, sharps and other residues derived from the sifting, milling or working of cereals:<br>Ex A. Having a starch content exceeding 7 per cent by weight.<br>Ex B. Other. |
| Ex 23.07 | Sweetened forage; other preparations of a kind used in animal feeding:<br>Ex B. Other. |
| Ex 17.02 | Other sugars; sugar syrups: artificial honey (whether or not mixed with natural honey); caramel:<br>Ex B. Glucose and syrup of glucose:<br>I. Containing in weight when dry 99 per cent or more of the pure product. |
| Ex 17.04 | Sugar confectionery, not containing cocoa:<br>B. Gums for chewing of the type 'chewing gum.'<br>C. Other. |
| 19.01 | Malt extract. |
| 19.02 | Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50 per cent by weight of cocoa. |
| 19.03 | Macaroni, spaghetti and similar products. |
| 19.04 | Tapioca and sago: tapioca and sago substitutes obtained from potato or other starches. |
| 19.05 | Prepared foods, obtained by the swelling or roasting of cereals or cereal products:<br>puffed rice, cornflakes and similar products. |
| 19.06 | Communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products. |
| 19.07 | Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit. |
| 19.08 | Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion. |
| 21.01 | Roasted chicory and other roasted coffee substitutes:<br>Ex A. Roasted coffee substitutes other than roasted chicory.<br>Ex B. Extracts or roasted coffee substitutes other than extracts of roasted chicory. |
| Ex 21.05 | Prepared soups and broths, dehydrated. |
| Ex 21.07 | Food preparations not elsewhere specified or included, containing cereals or preparations of cereals. |
| 22.03 | Beer made from malt. |
| 35.05 | Dextrin and dextrin glues; soluble or roasted starches; starch glues. |
| 38.12 A I | Prepared glazings and prepared dressings with a basis of starchy substances. |

The texts of the following Regulations and Decisions which also affect trade in these products have been published in the *Journal Officiel des Communautés Européennes.*

**Regulation No. 128/67/CEE** fixes the prices and principal marketing centres for cereals for the 1967/68 marketing year (*Journal Officiel des Communautés Européennes* No. 120, dated June 21, 1967). Modified by Regulation No. 410/67/CEE below.

**Regulation No. 129/67/CEE** determines the standard qualities for certain cereals for the 1967/68 marketing year (*Journal Officiel des Communautés Européennes* No. 120, dated June 21, 1967).

**Regulation No. 130/67/CEE** determines standard qualities for certain cereals, flours, groats and semolina, and the rules to be applied for fixing the threshold price for these products (*Journal Officiel des Communautés Européennes* No. 120, dated June 21, 1967).

**Regulation No. 131/67/CEE** fixes the rules applicable to intervention prices and determines certain marketing centres in the cereals sector (*Journal Officiel des Communautés Européennes* No. 120, dated June 21, 1967).

**Regulation No. 132/67/CEE** concerns the general rules which are applicable to intervention in the cereals sector (*Journal Officiel des Communautés Européennes* No. 120, dated June 21, 1967).

**Regulation No. 135/67/CEE** concerns aid applicable to durum wheat (*Journal Officiel des Communautés Européennes* No. 122, dated June 21, 1967).

**Regulation No. 138/67/CEE** fixes the restitutions applicable to the production of maize meal and groats for use in the brewing industry (*Journal Officiel des Communautés Européennes* No. 122, dated June 21, 1967).

**Regulation No. 139/67/CEE** establishes, for the cereals sector, the general rules relating to the granting of restitutions on exports and the criteria for fixing their amount (*Journal Officiel des Communautés Européennes* No. 125, dated June 26, 1967).

**Regulation No. 140/67/CEE** relates to the rules for fixing in advance, the levies applicable to cereals (*Journal Officiel des Communautés Européennes* No. 125, dated June 26, 1967).

**Regulation No. 141/67/CEE** fixes, for the 1967/1968 marketing year, the monthly increases in prices for cereals and certain categories of flour, groats and semolina (*Journal Officiel des Communautés Européennes* No. 125, dated June 26, 1967).

**Regulation No. 156/67/CEE** establishes the methods for determining the c.i.f. prices and levies for cereals, flour, groats and semolina (*Journal Officiel des Communautés Européennes* No. 128, dated June 27, 1967).

**Regulation No. 157/67/CEE** fixes the threshold price for certain categories of flour, groats and semolina for the 1967/68 marketing year (*Journal Officiel des Communautés Européennes* No. 128, dated June 27, 1967).

**Regulation No. 158/67/CEE** fixes the co-efficients of equivalence between the quality of cereals offered on the world market and the standard quality for which threshold prices are fixed (*Journal Officiel des Communautés Européennes* No. 128, dated June 27, 1967). Modified by Regulation No. 478/67/CEE below.

**Regulation No. 159/67/CEE** fixes the co-efficients of equivalence between the quality of corn and rye flour offered on the world market and the standard quality for which threshold prices are fixed (*Journal Officiel des Communautés Européennes* No. 128, dated June 27, 1967).

**Regulation No. 160/67/CEE** concerns the procedures and conditions for marketing cereals held by intervention organizations (*Journal Officiel des Communautés Européennes* No. 128, dated June 27, 1967).

**Regulation No. 161/67/CEE** determines, for the 1967/68 marketing year, certain marketing centres for cereals and intervention prices relating to them (*Journal Officiel des Communautés Européennes* No. 128, dated June 27, 1967).

**Regulation No. 162/67/CEE** concerns the method of fixing export restitutions for corn and rye flour, groats and semolina (*Journal Officiel des Communautés Européennes* No. 128, dated June 27, 1967).

**Regulation No. 172/67/CEE** relates to the general rules governing denaturization of corn and bread-rye (*Journal Officiel des Communautés Européennes* No. 130, dated June 28, 1967).

**Regulation No. 174/67/CEE** relates to particular measures for intervention in the cereals sector (*Journal Officiel des Communautés Européennes* No. 130, dated June 28, 1967).

**Regulation No. 178/67/CEE** fixes the restitution for the production of starches and 'quellmehl' (*Journal Officiel des Communautés Européennes* No. 130, dated June 28, 1967). See Regulation No. 371/67/CEE below.

**Regulation No. 183/67/CEE** concerns import and export certificates for cereals and processed products with a cereal base (*Journal Officiel des Communautés Européennes* No. 131, dated June 29, 1967). See also Regulation No. 473/67/CEE below.

**Regulation No. 186/67/CEE** modifies Regulation No. 215/66/CEE to take account of the incidence of Regulation No. 120/67/CEE on the system of trade applicable to foodstuffs with a milk product base (*Journal Officiel des Communautés Européennes* No. 133, dated June 29, 1967).

**Regulation No. 194/67/CEE** relates to the system applicable to animal feedstuffs with a cereal base (*Journal Officiel des Communautés Européennes* No. 133, dated June 29, 1967).

**Regulation No. 196/67/CEE** concerns the pre-fixing of restitutions on exports of cereals (*Journal Officiel des Communautés Européennes* No. 134, dated June 30, 1967).

**Regulation No. 217/67/CEE** concerns the conditions for granting rebates on exports to third countries of processed agricultural products not covered by Annex II of the Treaty of Rome (*Journal Officiel des Communautés Européennes* No. 135, dated June 30, 1967).

**Regulation No. 226/67/CEE** concerns the method of fixing c.i.f. prices for processed animal feedstuffs with a cereal base (*Journal Officiel des Communautés Européennes* No. 136, dated June 30, 1967).

**Regulation No. 229/67/CEE** concerns the methods to be used for calculating levies applicable to processed products with a cereal base and predetermining of levies for certain of them (*Journal Officiel des Communautés Européennes* No. 137, dated June 30, 1967).

**Regulation No. 237/67/CEE** fixes the procedures and conditions for assumption of responsibility for cereals by intervention organizations (*Journal des Officiel des Communautés Européennes* No. 137, dated June 30, 1967). Modified by Regulation No. 450/67/CEE below.

*(Continued on next page)*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EEC, *continued*

**Regulation No. 241/67/CEE** fixes, for the 1967/68 marketing year, the subsidy applicable to the denaturation of soft wheat (*Journal Officiel des Communautés Européennes* No. 137, dated June 30, 1967).

**Regulation No. 242/67/CEE** concerns the method of application of the provisions relating to the denaturation of soft wheat and bread-rye (*Journal Officiel des Communautés Européennes* No. 137, dated June 30, 1967).

**Regulation No. 248/67/CEE** determines the levies applicable to imports of animal feedstuffs with a cereal base (*Journal Officiel des Communautés Européennes* No. 138, dated July 1, 1967). This is modified by Regulations No. 302 and 303/67/CEE below.

**Regulation No. 251/67/CEE** fixes export restitutions for processed products with a cereal base (*Journal Officiel des Communautés Européennes* No. 138, dated July 1, 1967). This was modified by Regulation No. 292/67/CEE below.

**Regulation No. 268/67/CEE** fixes restitutions applicable to cereals and certain categories of flour, groats and meal of wheat and rye (*Journal Officiel des Communautés Européennes* No. 144, dated July 7, 1967).

**Regulation No. 269/67/CEE** determines the charges and subsidy applicable, transitionally, to trade in cereal based compound feedstuffs between Italy and the other member states of the EEC (*Journal Officiel des Communautés Européennes* No. 146, dated July 8, 1967).

**Decision No. 67/424/CEE** enables the fixing and modification of export refunds for fats, cereals, pigmeat, eggs and poultry meat (*Journal Officiel des Communautés Européennes* No. 146, dated July 8, 1967).

**Decision No. 67/425/CEE** enables the fixing of aid for oilseeds and of levies for olive oil and cereals (*Journal Officiel des Communautés Européennes* No. 146, dated July 8, 1967).

**Regulation No. 277/67/CEE** relates to the allowances and deductions to be applied when intervention is effected in the cereals sector (*Journal Officiel des Communautés Européennes* No. 149, dated July 12, 1967). Modified by Regulations No. 344/67/CEE and No. 479/67/CEE below.

**Decision No. 67/434/CEE** concerns methods of administrative co-operation (use of circulation certificates) to ensure the free movement of products in the cereal, pigmeat, eggs and poultry meat sectors (*Journal Officiel des Communautés Européennes* No. 150, dated July 12, 1967).

**Regulation No. 292/67/CEE** modifies, for certain processed products with a cereal base, the export restitutions fixed by Regulation No. 251/67/CEE above (*Journal Officiel des Communautés Européennes* No. 153, dated July 14, 1967).

**Regulation No. 302/67/CEE** modifies the levy, fixed by Regulation No. 248/67/CEE above, for imports of potato starch. (*Journal Official des Communautés Européennes* No. 155, dated July 15, 1967).

**Regulation No. 303/67/CEE** modifies the levy, fixed by Regulation No. 248/67/CEE above, for imports of processed products with a cereal base (*Journal Officiel des Communautés Européennes* No. 155, dated July 15, 1967). Modified by Regulation No. tion 332/67/CEE below.

**Regulation No. 332/67/CEE** modifies the levy, fixed by Regulation No. 303/67/CEE above, for imports of malt (*Journal Officiel des Communautés Européennes* No. 165, dated July 22, 1967).

**Regulation No. 333/67/CEE** fixes the refunds applicable to cereals exported to third countries in the form of products not covered by Annex II of the Treaty of Rome (*Journal Officiel des Communautés Européennes* No. 167, dated July 25, 1967). See also Regulation No. 386/67/CEE below.

**Regulation No. 344/67/CEE** modifies Regulation No. 277/67/CEE above which concerns intervention in the cereals sector (*Journal Officiel des Communautés Européennes* No. 170, dated July 27, 1967).

**Regulation No. 350/67/CEE** defines the destination zones for the application of refunds on exports in the cereals sector (*Journal Officiel des Communautés Européennes* No. 171, dated July 28, 1967). Modified by Regulation No. 432/67/CEE.

**Regulation No. 360/67/CEE** concerns the system of trade to be applied to imports and exports of products with a rice or other cereal base (*Journal Officiel des Communautés Européennes* No. 174, dated July 31, 1967).

**Regulation No. 371/67/CEE** fixes the restitution for the production of starches and 'quellmehl' (*Journal Officiel des Communautés Européennes* No. 174, dated July 31, 1967). See Regulation No. 178/67/CEE above.

**Regulation No. 384/67/CEE** fixes the levies applicable to imports of processed animal feedstuffs with a cereal base (*Journal Officiel des Communautés Européennes* No. 175, dated July 31, 1967).

**Regulation No. 385/67/CEE** concerns refunds applicable to exports of processed foodstuffs with a cereal base (*Journal Officiel des Communautés Européennes No.* 175, dated July 31, 1967).

**Regulation No. 386/67/CEE** fixes the refunds applicable to cereals exported to third countries in the form of products not covered by Annex II of the Treaty of Rome (*Journal Officiel des Communautés Européennes* No. 175, dated July 31, 1967). See also Regulation No. 333/67/CEE above.

**Decision No. 67/514/CEE** authorizes the Netherlands to maintain certain subsidies on the consumption of cereals (*Journal Officiel des Communautés Européennes* No. 180, dated August 3, 1967).

**Regulation No. 410/67/CEE** modifies Regulation No. 128/67/CEE above which fixes the prices and principal marketing centres for cereals (*Journal Officiel des Communautés Européennes* No. 183, dated August 5, 1967).

**Regulation No. 432/67/CEE** modifies Regulation No. 350/67/CEE above which defines the destination zones for the application of refunds on exports in cereals sector (*Journal Officiel des Communautés Européennes* No. 189, dated August 10, 1967).

**Regulation No. 450/67/CEE** modifies Regulation No. 237/67/CEE above which concerns interventions in the cereals sector (*Journal Officiel des Communautés Européennes* No. 198, dated August 17, 1967).

**Regulation No. 473/67/CEE** concerns import and export certificates for cereals, processed products with a cereal base, rice, broken rice and processed products with a rice base (*Journal des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 475/67/CEE** relates to the methods of computation of the levy applicable to processed products with a rice or other cereal base and the predetermination of the levy for some of these products (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 476/67/CEE** relates to the restitutions applicable to exports of processed products with a rice or other cereal base (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 478/67/CEE** modifies Regulation No. 158/67/CEE above which fixes the co-efficients of equivalence between the various qualities of cereals (*Journal Officiel des Communautés Européennes* No. 205, dated August 28, 1967).

**Regulation No. 479/67/CEE** modifies Regulation No. 277/67/CEE above which relates to the allowances and deductions to be applied when intervention is effected in the cereals sector (*Journal Officiel des Communautés Européennes* No. 205, dated August 24, 1967).

**Regulation No. 480/67/CEE** concerns the type of durum wheat which the intervention organization in Italy can assume responsibility for during the 1967/68 marketing year (*Journal Officiel des Communautés Européennes* No. 205, dated August 24, 1967).

**Regulation No. 503/67/CEE** concerns the refunds applicable to processed products with a cereal or rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

**Regulation No. 509/67/CEE** concerns the refunds applicable to cereals and decorticated rice exported to third countries in the form of certain processed products not covered by Annex II of the Treaty of Rome (*Journal Officied des Communautés Européennes* No. 211, dated August 31, 1967).

The *Journal Officiel des Communautés Européennes* No. 138, dated July 1, 1967, contains the text of the following Regulations:

**Regulation No. 246/67/CEE** fixes the levies applicable to cereals, flours, groats and semolina in accordance with Article 13 of basic Regulation No. 120/67/CEE.

**Regulation No. 247/67/CEE** fixes the bonus rates to be added to the levies applicable to imports, in accordance with Article 15 of Regulation No. 120/67/CEE.

**Regulation No. 249/67/CEE** determines the adjustments which are applicable to the refunds on exports of cereal products, in accordance with Article 16 of Regulation No. 120/67/CEE.

**Regulation No. 250/67/CEE** fixes the export restitutions applicable to cereals and certain categories of flour, groats and meal of wheat and rye, in accordance with Article 16 of Regulation No. 120/67/CEE.

The levies, bonus rates and adjustments introduced by Regulations No. 246/67/CEE, 247/67/CEE and 249/67/CEE are published on a day to day basis in the *Journal Officiel des Com-*

*munautés Européennes* and the export restitutions introduced by Regulation No. 250/67/CEE are published weekly. These rates may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

The French text of all the Regulations and decisions referred to may be seen on application to the Board of Trade at the above address. In due course unofficial translations of the Regulations will be published by HMSO.

## *Common organization of the market for tobacco*

THE COMMISSION of the European Economic Communities recently submitted to the Council of Ministers for approval a draft Regulation designed to set up the common organization of the market for tobacco. The draft text of this Regulation, which will affect trade both within the EEC and with third countries, was published in the *Journal Officiel des Communautés Européennes* No. 198, dated August 17, 1967.

The draft texts of three other Regulations which will deal with the reform of national monopolies in the tobacco sector, the harmonization of the tobacco excise system and the treatment to be applied to tobacco produced in the African and Malagasy Associated States and the Overseas Territories of the EEC were also published in the same issue of the *Journal Officiel*.

The text of these draft Regulations in French, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

## *Common organization of the market poultry and poultry meat*

THE *Board of Trade Journal* for July 7, 1967 (page 60), September 8, 1967 (page 605/6) and September 15, 1967 (page 670), contained announcements about the Regulations and Decisions which affect the common organization of the market for poultry and poultry meat.

The text of the following Regulations which also affect trade in these products have appeared in the *Journal Officiel des Communautés Européennes*.

**Regulation No. 212/67/CEE** concerns the transitory measures relating to the application of levies in the egg and poultry meat sectors (*Journal Officiel des Communautés Européennes* No. 135, dated June 30, 1967).

**Regulation No. 526/67/CEE** modifies the supplementary amounts for certain products in the poultry meat sector (*Journal Officiel des Communautés Européennes* No. 213, dated September 2, 1967).

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

## *Common system of trade for ovalbumin and lactalbumin*

THE *Board of Trade Journal* dated August 4, 1967 (page 292-294) and August 25, 1967 (page 488) contained announcements about the introduction of a common organization of the market for ovalbumin and lactalbumin.

The *Journal Officiel des Communautés Européennes* No. 213, dated September 2, 1967, contains the text of Regulation No. 528/67/CEE which modifies the supplementary amounts for ovalbumin and lactalbumin.

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation will be published by HMSO.

## *Common organization of the market in rice and rice products*

THE *Board of Trade Journal* dated August 25, 1967, (page 488) contains an announcement about various Regulations which affect the common system of trade to be applied to rice and rice products with effect from September 1, 1967.

A correction to the basic Regulation No. 359/67/CEE was published in the *Journal Officiel des Communautés Européennes* No. 200, dated August 19, 1967.

The text of the following Regulations, which also affect trade in rice and rice products, have also been published in the *Journal Officiel des Communautés Européennes*.

**Regulation No. 467/67/CEE** establishes the conversion rates, factory storage costs and the value of by-products relating to the various stages in rice processing (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 468/67/CEE** fixes the threshold price for white rice for the 1967/68 marketing year (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 469/67/CEE** concerns the method of determining c.i.f. prices and levies for rice and broken rice and also for corrective amounts applicable to them (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 470/67/CEE** concerns the assumption by intervention organizations for paddy rice and establishes the corrective amounts, reductions and allowances to be applied (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 471/67/CEE** establishes the procedures and conditions for selling paddy rice held by intervention organizations (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 472/67/CEE** determines the marketing centres for rice, other than Arles and Vercelli, for the 1967/68 marketing year (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 473/67/CEE** concerns import and export certificates for cereals, processed products with a cereal base, rice, broken rice and processed products with a rice base (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 474/67/CEE** concerns the predetermination of the export refund for rice and broken rice (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 475/67/CEE** relates to the methods of computation of the levy applicable to processed products with a cereal or rice base and the predetermination of the levy for some of these products (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 476/67/CEE** relates to the refunds applicable to exports of processed products with a cereal or rice base (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 509/67/CEE** concerns the refunds applicable to cereals and decorticated rice exported to third countries in the form of certain processed products not covered by Annex II of the Treaty of Rome (*Journal Officiel des Communautés Européennes* No. 211, dated August 31, 1967).

**Regulation No. 503/67/CEE** concerns the refunds applicable to processed products with a cereal or rice base (*Journal Officiel des Communauntés Européennes* No. 212, dated September 1, 1967).

**Regulation No. 512/67/CEE** fixes the levies applicable to processed products with a cereal or rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1 1967).

**Regulation No. 519/67/CEE** fixes the levies applicable to rice and broken rice (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

**Regulation No. 520/67/CEE** fixes the restitutions applicable to exports of rice and broken rice (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

**Regulation No. 523/67/CEE** modifies the levies applicable to imports of processed products with a cereal and rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

**Regulation No. 524/67/CEE** modifies the refunds applicable to exports of processed products with a cereal or rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

(*Continued on next page*)

EEC, *continued*

**Regulation No. 533/67/CEE** completes Regulation No. 428/67/CEE which concerns certain measures relating to import certificates in the rice sector (*Journal Officiel des Communautés Européennes* No. 214, dated September 5, 1967).

The *Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967, also contains the text of the following Regulations:

**Regulation No. 521/67/CEE** fixes the premiums to be applied to levies for rice and broken rice in accordance with Article 13 of the basic Regulation No. 359/67/CEE.

**Regulation No. 522/67/CEE** fixes the adjustments to be applied to refunds for rice and broken rice in accordance with Article 17 of Regulation No. 359/67/GEE.

The premiums and adjustments introduced by Regulations Nos. 521/67/CEE and 522/67/CEE are published weekly and may be obtained on application to the Export Service Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248/5757, Ext. 479).

The French text of all the Regulations referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

## *Common organization of the market for the wine sector*

THE COUNCIL OF THE European Economic Community recently submitted to the Commission for approval a draft Regulation concerning the setting up of the common organization of the market in the wine sector.

The text of this draft Regulation which provides for the imposition of variable levies on imports and for refund on exports and will affect trade in the products listed below, both within the EEC and with third countries, was published in the *Journal Officiel des Communautés Européennes* No. 201, dated August 21, 1967. The text, in French, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

| Common Tariff No. | Products |
|---|---|
| 22.04 | Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol. |
| 22.05 | Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol (basis wines). |
| Ex 08.04 A | Fresh grapes, excluding dessert grapes. |
| 20.07 A I | Grape juices (comprising grape must) of a density exceeding 1·33 at 15°C. |
| B I | Grape juice (comprising grape must) of a density of 1·33 or less at 15°C. |
| Ex 22.10 | Wine-vinegar. |
| 23.05 | Wine lees, argal. |

## *Further translations of EEC Regulations*

THE FOLLOWING FURTHER translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

| Regulation | Description | Price |
|---|---|---|
| 14/67 | Fixing conversion coefficients to be applied to the purchase price for pears laid down in Council Regulation No. 7/67 | 8d. (11d.) |
| 15/67 | Fixing the list of representative production markets for cauliflowers, oranges, mandarines, lemons, apples and pears | 8d. (11d.) |
| 17/67 | On requests, for aid submitted to the European Agricultural Orientation and Guarantee Fund, Orientation Section towards repairing the damage caused by the floods in Italy | 10d. (1s. 1d.) |
| 18/67 | Fixing levies in the olive oil sector | 8d. (11d.) |
| 21/67 | Fixing levies in the olive oil sector | 5d. (8d.) |
| 24/67 | Fixing levies in the olive oil sector | 5d. (8d.) |
| 28/67 | Continuing certain provisions of Regulation No. 192/64 on methods of procedure for intervention on the butter market | 5d. (8d.) |
| 30/67 | Concerning notification to the Commission of the principal factors of the withdrawal price system operated by producers' organizations for fruit and vegetables | 8d. (11d.) |
| 31/67 | Reducing the additional amount of the levy on farmyard poultry eggs in shell | 5d. (8d.) |
| 34/67 | On certain measures concerning the import from third countries of frozen beef and veal and live cows for processing purposes | 8d. (11d.) |
| 36/67 | Amending the annexes to Regulation No. 111/64 in respect of the products included under CCT No. 17.02 A | 8d. (11d.) |
| 37/67 | Amending Regulation No. 9 concerning the European Social Fund | 8d. (11d.) |
| 38/67 | Fixing levies in the olive oil sector | 5d. (8d.) |
| 50/67 | Extending the time laid down by Article 20 (1) of Regulation No. 17/64 on the European Agricultural Orientation and Guarantee Fund | 5d. (8d.) |
| 53/67 | Continuing Regulation No. 111/66 authorizing the French Republic, The Kingdom of Belgium and the Federal Republic of Germany to take special intervention measures in the beef and veal sector | 5d. (8d.) |
| 54/67 | Amending Regulation No. 14/64 concerning the aid granted by the Grand Duchy of Luxembourg to the beef and veal sector | 5d. (8d.) |
| 55/67 | Determing the amount of aid granted for private storage of butter | 5d. (8d.) |
| 59/67 | Laying down the additional amounts of levy on certain parts of poultry | 5d. (8d.) |
| 60/67 | Amending the additional amount of levy on liquid or frozen egg yolks | 5d. (8d.) |
| 61/67 | Amending Regulation No. 160/66 by postponing the date of application of the system of trade and by repealing Article 2 of Regulation No. 167/64 | 5d. (8d.) |
| 62/67 | Further continuing Regulation No. 110/66 authorizing the Italian Republic to suspend totally the customs duties and levies applicable to imports from third countries of live animals of the bovine species, of domestic species, other, of a maximum weight of 300 Kg. per head (CCT No. Ex 01.02 A II) | 5d. (8d.) |
| 66/67 | Amending the additional amount for farmyard poultry eggs in shells | 5d. (8d.) |
| 69/67 | Fixing the coefficient of equivalence between the quality of rice – R.B. 265 and the quality standards in respect of which the threshold price and the intervention price are fixed | 5d. (8d.) |
| 76/67 | Amending the additional amount for farmyard poultry eggs in shell | 5d. (8d.) |

## *Trade in compound animal foodstuffs with a cereal base*

THE *Board of Trade Journal* dated August 25, 1967 (page 489) contained an announcement about the introduction of a common system of trade for compound animal feedstuffs with a cereal base.

The text of the following Regulations which also affect trade in these products have been published in the *Journal Officiel des Communautés Européennes*.

**Regulation No. 503/67/CEE** which concerns the refunds applicable to processed products with a cereal or rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

**Regulation No. 512/67/CEE** fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

**Regulation No. 523/67/CEE** modifies the levies applicable to imports of processed products with a cereal rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

**Regulation No. 524/67/CEE** modifies the refunds applicable to exports of processed products with a cereal or rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

## *Trade in processed products with a basis of cereal*

THE *Board of Trade Journal* dated August 25, 1967 (page 489) contained an announcement about Regulation No. 191/67/CEE which introduced, with effect from July 1, 1967, the system of trade to be applied to processed products with a cereal base.

The texts of the following Regulations which also affect trade in these products have been published in the *Journal Officiel des Communautés Européennes*.

**Regulation No. 360/67/CEE** concerns the system of trade to be applied to imports and exports of products with a rice or other cereal base (*Journal Officiel des Communautés Européennes* No. 174, dated July 31, 1967).

**Regulation No. 446/67/CEE** modifies the restitutions applicable to exports of processed products with a cereal base, set out in Regulation No. 385/67/CEE as amended by Regulation No. 394/67/CEE (see *Board of Trade Journal* dated August 25, 1967) (*Journal Officiel des Communautés Européennes* No. 193, dated August 12, 1967).

**Regulation No. 455/67/CEE** modifies the levies applicable to imports of processed products with a cereal base. These were fixed by Regulation No. 384/67/CEE modified by Regulation No. 393/67/CEE (see *Board of Trade Journal* dated August 25, 1967) (*Journal Officiel des Communautés Européennes* No. 197, dated August 18, 1967).

**Regulation No. 473/67/CEE** concerns import and export certificates for cereals, processed products with a cereal base, rice, broken rice and processed products with a rice base (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 475/67/CEE** relates to the methods of computation of the levy applicable to processed products with a rice or other cereal base and the predetermination of the levy for some of these products (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 476/67/CEE** relates to the restitutions applicable to exports of processed products with a rice or other cereal base (*Journal Officiel des Communautés Européennes* No. 204, dated August 24, 1967).

**Regulation No. 487/67/CEE** modifies the levies applicable to imports of processed products with a cereal base (*Journal Officiel des Communautés Européennes* No. 205, dated August 24, 1967).

**Regulation No. 492/67/CEE** modifies the levies applicable to imports of processed products with a cereal base (*Journal Officiel des Communautés Européennes* No. 206, dated August 25, 1967).

**Regulation No. 510/67/CEE** modifies the levies applicable to imports of processed products with a cereal base (*Journal Officiel des Communautés Européennes* No. 211, dated August 31, 1967).

**Regulaton No. 512/67/CEE** fixes the levies applicable to processed products with a cereal or rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

**Regulation No. 523/67/CEE** modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel des Communautés Européennes* No. 212, dated September 1, 1967).

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). Unofficial translations will be published by HMSO in due course.

## *Common organization of the market for eggs and egg products*

THE *Board of Trade Journal* dated September 8, 1967 (page 606) contained an announcement about the setting up, with effect from July 1, 1967, of a common system of trade for eggs and egg products. A further announcement appeared in the *Board of Trade Journal*, dated September 15, 1967 (page 670).

The texts of the following Regulations which also affect trade in these products, have been published in the *Journal Officiel des Communautés Européennes*.

**Regulation No. 511/67/CEE** concerns the restitutions applicable to shell eggs exported to third countries in the form of products not covered by Annex II of the Treaty of Rome (*Journal Officiel des Communautés Européennes* No. 211, dated August 31, 1967).

**Regulation No. 527/67/CEE** modifies the supplementary amounts for certain egg products (*Journal Officiel des Communautés Européennes* No. 213, dated September 2, 1967).

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

## OVERSEAS CABLES

*The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.*

# SWITZERLAND

## *Additional duty on raw materials for brewing and beer*

THE SWISS Federal Council has published an order provisionally increasing the additional duties on raw materials for brewing and beer. The additional duties are now as follows:

| Tariff heading | Description of goods | Rate per hectolitre Sw. fr. |
|---|---|---|
| 2203.08/14 | Beer with a wort extract content of: | |
| | More than 13·5% by weight (strong beer) | 11·25 |
| | More than 12% and up to 13·5% by weight (special beer) | 10·35 |
| | 12% or less by weight (normal beer) | 9·70 |

NOTE. These rates cover the customs duty, the additional duty and the tax on beer (but not the statistical duty). In the absence of particulars as to the type of beer and the wort extract content, clearance shall take place at the rate of Sw. fr. 11·25 per hectolitre.

This order came into force on June 1, 1967. It will be valid until the coming into force of a Federal order of a general nature which will replace it or until the date of the rejection of the proposal.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

## *Amendment to Swiss Customs tariff*

THE SWISS Federal Council has published an order, effective from June 1, 1967, amending the rates of duty on beer eligible for EFTA tariff treatment as follows:

| | | Additional duty per 100 kg. gross Sw. fr. |
|---|---|---|
| A. | Barley and other cereals and leguminous vegetables falling within tariff headings 0705.10/20, 1001.10, 1002.10, 1003.01, 1004.01, 1005.01, 1006.10/12, 1007.01, 1102.10/12, used for the manufacture of brewers' malt or of beer | 13·40 |
| B. | Malt and malt flour of tariff headings 1107.10/22, used for the manufacture of beer | 18·15 per hectolitre Sw. fr. |
| C. | Beer falling within tariff heading 2203.08/14 | 3·30 |

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

## *Turnover tax on imported beer*

THE SWISS FEDERAL DEPARTMENT of Finance and Customs has published Order No. 4e dated May 30, 1967, modifying Order No. 4c of November 29, 1958 (see *Board of Trade Journal* of January 9, 1959).

Under the provisions of the new Order, which takes effect from June 1, 1967, the turnover tax on imported beer is fixed at 5.4 per cent of the value of the beer free at the Swiss frontier including customs duty and other fiscal charges.

Order No. 4d dated February 12, 1964 (see *Board of Trade Journal* of May 1, 1964) is rescinded.

For practical purposes, the turnover tax on imports of beer is charged at a specific rate on the basis of the minimum value of beer in casks calculated for the previous year, and will in future be as follows (old rates in brackets):

| Tariff No. | Rate of duty in Swiss francs per hectolitre | |
|---|---|---|
| | EFTA | Other countries |
| 2203.08 | 4·50 (4·0) | 5·50 (5·0) |
| 10 | 4·50 (4·0) | 5·0 (4·0) |
| 12 | 6·0 (5·0) | 8·0 (7·0) |
| 14 | 4·50 (4·0) | 6·0 (5·0) |

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

## PORTUGAL

### *Amendment to the list of goods subject to the normal EFTA duty reductions*

THE PORTUGUESE *Diario do Governo*, First Series, No. 188 of August 12, 1967, published Decree Law No. 47,844 of the same date, inserting the following tariff item into the list annexed to Decree Law No. 43,769, of June 30, 1961:

84.10.....
ex 03 Submersible pumps fitted with a motor

The effect of this Decree Law is to completely abolish the remaining amount of EFTA import duty on the tariff item described, which under Annex G to the Convention previously stood at 18 per cent *ad valorem* (m.f.n. rate, 30 per cent *ad valorem*).

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

## PORTUGUESE OVERSEAS TERRITORIES

### *Fees for Customs services*

THE PORTUGUESE *Diario do Governo*, First Series, No. 146 of June 24, 1967, published Decree Law No. 47,766, extending the application of the General Customs Fee Surcharge in the Overseas Territories to all imports.

Under the new Decree, which entered into force on July 1, 1967, the level of this surcharge is altered to 3.5 per cent in respect only of clearance notes for imports, applicable to imports of all goods, regardless of origin or port of shipment.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).


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## REPUBLIC OF SOUTH AFRICA

### *Customs tariff changes*

GOVERNMENT NOTICES R1323 to R1328 and R1344, published in the Republic of South Africa *Government Gazette* of September 1, amend the Republic's customs tariff as follows:

| | Tariff Heading | Statistical Unit | Rate of Duty | | |
|---|---|---|---|---|---|
| | | | General | M.F.N. | Preferential |
| R.1323 | | | | | |
| 38.19 | By the insertion after sub-heading No. 38.19.80 of the following: | | | | |
| | 38.19.85 Soda lime . . | lb. | Free | | |
| R.1324 | | | | | |
| 29.31 | By the substitution for sub-heading No. 29.31.10 of the following: | | | | |
| | 29.31.05 Potassium xanthate | lb. | Free | | |
| | 29.31.10 Other xanthates (including isopropyl, amyl, butyl and ethyl xanthates) . | lb. | Free | | |
| 73.29 | By the substitution for sub-heading No. 73.29.40 of the following: | | | | |
| | 73.29.40 Other transmission chain: | | | | |
| | .10 Not cut to length | lb. | Free | | |
| | .20 Other (including parts of transmission chain) . | lb. | Free | | |
| | 73.29.45 Conveyor and elevator chain; parts thereof . | lb. | Free | | |
| 82.02 | By the insertion after sub-heading No. 82.02.80 of the following: | | | | |
| | 82.02.85 Other saw blades (excluding toothless saw blades) . . | No. | Free | | |
| | 82.02.87 Saw banding, whether or not cut to length, and endless saw bands, serrated . . | lb. | Free | | |
| 85.15 | By the substitution for sub-heading No. 85.15.80 of the following: | | | | |
| | 85.15.80 Ferrite rods . . | No. | 12½% | | 7½% (U.K.) |
| | 85.15.85 Parts (excluding cabinets and ferrite rods) . | No. | 12½% | | 7½% (U.K.) |
| R.1325 | | | | | |
| 84.15.60 | Non-electrical type units and parts thereof: | | | | |
| | .10 Suitable for household refrigerators . . . | No. | 10% | | |
| | .20 Other . . . | No. | Free | | |
| | By the substitution for the heading of sub-heading No. 84.15.60 of the following: 'Absorption type units and parts thereof.' | | | | |
| R.1326 | | | | | |
| 87.09 | By the substitution for sub-heading No. 87.09.10 of the following: | | | | |
| 4T | 87.09.10 Motor cycles (including auto-cycles) with an engine capacity of less than 50 c.c. . | No. | 15% | | 10% (U.K.) |
| R.1327 | | | | | |
| 90.17 | By the substitution for sub-heading No. 90.17.20 of the following: | | | | |
| | 90.17.20 Hypodermic needles (including dental injection needles) . | No. | 5c per doz. | | |
| R.1328 | | | | | |
| 93.06 | By the substitution for sub-headings Nos. 93.06.10 and 93.06.50 of the following: | | | | |
| | 93.06.10 Parts of air, spring and similar pistols, rifles and guns . | No. | 15% | 10% | |
| | 93.06.20 Barrels for single barrel rifles of a calibre not exceeding ·22 in. and for single barrel shot guns of a calibre not exceeding ·420 in. | No. | 150c per barrel | | |
| | 93.06.30 Barrels for double barrel rifles of a calibre not exceeding ·22 in. and for double barrel shot guns of a calibre not exceeding ·420 in. | No. | 100c per barrel | | |
| | 93.06.40 Barrels for single barrel rifles of a calibre exceeding ·22 in. and for single barrel shot guns of a calibre exceeding ·420 in. . | No. | 15% plus 200c per barrel | | |
| | 93.06.50 Barrels for double barrel rifles of a calibre exceeding ·22 in. and for double barrel shot guns of a calibre exceeding ·420 in. . | No. | 15% plus 150c per barrel | | |

| | Tariff Heading | Statistical Unit | General | M.F.N. | Preferential |
|---|---|---|---|---|---|
| | 93.06.60 Barrels for combination shot guns and rifles of a calibre not exceeding ·420 in. and ·22 in. respectively | No. | 100c per barrel | | |
| | 93.06.70 Barrels for combination shot guns and rifles, of a calibre exceeding ·420 in. or ·22 in., respectively | No. | 15% plus 150c per barrel | | |
| | 93.06.80 Barrels for revolvers and pistols falling within heading No. 93.02 | No. | 15% plus 50c per barrel | | |
| | 93.06.90 Other parts | No. | 20% | | |
| R.1344 51.01 and 51.02 | By the substitution for tariff headings Nos. 51.01 and 51.02 of the following: | | | | |
| | 51.01 Yarn of man-made fibres (continuous), not put up for retail sale: | | | | |
| | 51.01.10 stretch or bulked yarns: | | | | |
| | .10 Of polyester fibres | lb. | 45c per lb. | | |
| | .20 Of polyamide fibres, undyed | lb. | 20% or 140c per lb. less the f.o.b. price | | |
| | .30 Of polyamide fibres, dyed | lb. | 20% or 180c per lb. less the f.o.b. price | | |
| | .40 Of other synthetic fibres | lb. | 10% | 5% | |
| | .50 Of cellulosic fibres | lb. | Free | | |
| | .90 Other | lb. | 10% | 5% | |
| | 51.01.20 Prepared sewing yarn | lb. | 10% | 5% | |
| | 51.01.50 Other, with a tenacity of less than 6 grms. per denier: | | | | |
| 71% (U.K.) | .10 Of polyester fibres, less than 70 denier | lb. | Free | | |
| 71% (U.K.) | .20 Of polyester fibres, 70 denier or more | lb. | 15% | | |
| | .30 Of polyamide fibres, less than 40 denier | lb. | 15% or 112c per lb. less the f.o.b. price | | |
| | .40 Of twisted polyamide fibres, 40 denier or more but less than 70 denier | lb. | 15% or 125c per lb. less the f.o.b. price | | |
| | .50 Of polyamide fibres, not twisted, 40 denier or more but less than 70 denier | lb. | 15% or 92c per lb. less the f.o.b. price | | |
| 10% (U.K.) | .60 Of trilobal polyamide fibres, 70 denier or more | lb. | 15% or 97c per lb. less the f.o.b. price | | |
| | .70 Of polyamide fibres, not trilobal, 70 denier or more | lb. | 15% or 83c per lb. less the f.o.b. price | | |
| | .75 Of other synthetic fibres | lb. | 10% | 5% | |
| | .80 Of cellulosic fibres | lb. | Free | | |
| | .90 Other | lb. | 10% | 5% | |
| | 51.01.90 Other, with a tenacity of 6 grms. per denier or more: | | | | |
| | .10 Of polyester fibres | lb. | 10% | 5% | |
| | .20 Of polyamide fibres | lb. | 15% | | |
| | .30 Of other synthetic fibres | lb. | 10% | 5% | |
| | .40 Of cellulosic fibres | lb. | Free | | |
| | .90 Other | lb. | 10% | 5% | |
| | 51.02 Monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials: | | | | |
| | 51.02.10 Monofil of polyamide material with a tenacity of less than 6 grm. per denier: | | | | |
| | .10 Of less than 20 denier | lb. | 15% or 166c per lb. less the f.o.b. price | | |
| | .20 Of 20 denier or more | lb. | 15% or 143c per lb. less the f.o.b. price | | |
| | 51.02.20 Monofil of polyamide material, with a tenacity of 6 grm. per denier or more | lb. | 15% | | |
| | 51.02.50 Of synthetic fibre materials (excluding monofil of polyamide material) | lb. | 10% | 5% | |
| | 51.02.90 Of regenerated fibre materials | lb. | 5% | | |
| | 51.04.10 Tyre cord fabric of synthetic fibres | sq. yd. | 10% | | |
| | By the substitution in sub-heading No. 51.04.10 for the rate of duty in Column III of the following: | | 15% | | |
| 60.01 | By the substitution for sub-heading No. 60.01.50 of the following: | | | | |
| | 60.01.50 Of polyamide and polyester fibres (excluding open-work fabrics similar to lace or net fabrics) | | | | |
| | .10 Printed or flocked | sq. yd. | 10% | | |
| | .20 Of stretch or bulked yarns of polyester fibres (excluding printed or flocked) | sq. yd. | 35d per sq. yd. | | |
| | .90 Other | sq. yd. | 18c per sq. yd. less 50% of the f.o.b. price with a minimum of 25% | | |
| | 60.01.60 Of other synthetic fibres (excluding open-work fabrics similar to lace or net fabrics): | | | | |
| | .10 Printed or flocked | sq. yd. | 10% | | |
| | .80 Other, of a value for duty purposes per sq. yd. not exceeding 40c | sq. yd. | 10% plus 6c per sq. yd. | | |
| | .90 Other, of a value for duty purposes per sq. yd. exceeding 40c | sq. yd. | 25% | | |

## *Customs tariff changes*

GOVERNMENT NOTICES R1381 and R1399, published in the Republic of South Africa Government Gazette of September 8, amend the Republic's customs tariff as follows:

| | Tariff Heading | Statistical Unit | General | M.F.N. | Preferential |
|---|---|---|---|---|---|
| R. 1381 90·17 | By the insertion after sub-heading No. 90.17.20 of the following: | | | | |
| | 90.17.30 Disposable artificial plastic hypodermic syringes, with or without needles (excluding those filled with injectable preparations) | No. | 25% | | |
| R. 1399 87.06 | By the substitution for sub-heading No. 87.06.57 of the following: | | | | |
| | 87.06.57 Wheels used with pneumatic tyres: | | | | |
| | .10 Identifiable for use solely or principally with tractors (excluding road tractors) | lb. | Free | | |
| | .20 Other, with one piece drop centre rims | lb. | 20% or 5c per lb. | | |
| | .90 Other | lb. | 20% | | |
| 87.14 | By the substitution for sub-heading No. 87.14.45 of the following: | | | | |
| | 87.14.45 Wheels used with pneumatic tyres, suitable for trailers and similar vehicles: | | | | |
| | .10 With one piece drop centre rims | lb. | 20% or 5c per lb. | | |
| | .90 Other | lb. | 20% | | |

SOUTH AFRICA, *continued*

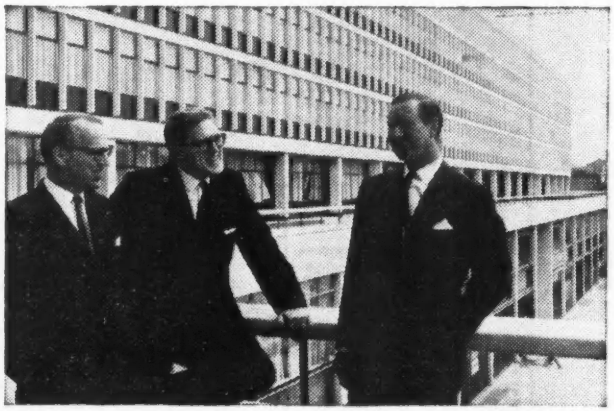
## *Customs tariff application*

CUSTOMS TARIFF APPLICATION List No. 444, published in the South African *Government Gazette* of September 1, contains an application to the Board of Trade and Industries for increase in duty on:

Animal glues from 17½ per cent *ad valorem* to 30 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1868/67.



*Managers of English Electric Computers' subsidiary companies in South Africa and Australia, Mr. Wallace Weaving and Mr. Peter Gyngell, are spending three weeks visiting the parent company in London and Kidsgrove, to keep up to date with latest developments and discuss future sales strategy for two important and developing markets. The picture shows (left to right) Mr. Weaving, general manager, English Electric Computers South Africa (Pty.) Ltd., the marketing company formed as from January 1 this year; Mr. Gyngell, managing director, Australian Computers (Pty.) Ltd.; and Mr. K. R. Barge, director of marketing, English Electric Computers Ltd. In the background is the company's new marketing headquarters in the Euston Centre, London, which was occupied during August.*

## ZAMBIA

## *Import licensing procedure*

A NOTICE was published in the *Board of Trade Journal* of September 8 (page 607) reporting that as from September 1, 1967, import licences will not be required for goods imported into Zambia through Dar-es-Salaam.

Details of this amendment to the import licensing regulations were included in Statutory Instrument No. 297 issued on August 28, 1967. Under Statutory Instrument No. 297 goods may be imported into Zambia via Dar-es-Salaam under open general licence (i.e. without an import licence) except for goods listed in the second schedule. The second schedule is similar to the second schedule to Statutory Instrument No. 182 of April 19, 1966, published in the *Board of Trade Journal* of May 6 (pages 1031 and 1032), but with the addition of:

(19) Motor vehicles of the four-wheel drive type.
(20) Footwear of an f.o.b. value of less than 35s. per dozen pairs (ex Item 251 of the Customs Tariff).
(21) Crown corks and other stoppers of metal or other material, used alone or in combination with cork or other substances, as stoppers for bottles and jars, common; capsules, metal or otherwise.

The Zambian Government also announced that arrangements have now been agreed with the East African Customs Authorities and with East African Railways and Harbours as a result of which bond securities or deposits of duty in respect of cargo entered in transit through Tanzania from Dar-es-Salaam by road or rail transport will no longer be needed. Instead, goods will move under cover of a transit pass of the East African Customs, Form C41A and similar Zambian Customs Form No. 29 for the removal of goods in bond. These arrangements necessitate the appointment of one single clearing and forwarding agent in Dar-es-Salaam for importers of goods consigned to Zambia, and negotiations have been concluded by the Zambian Government with Agence Maritime Internationale (EA) Ltd., under which that firm will act as sole agent for such imports.

Documents in respect of cargo expected to arrive in Dar-es-Salaam on or after November 1, 1967 should be forwarded to Agence Maritime Internationale, PO Box 9041, Dar-es-Salaam, with instructions regarding clearance and onward despatch to consignees in Zambia.

The Zambian Government has stressed that these arrangements will in no way affect the final clearance of goods in Zambia and that for this purpose importers will be free to continue with the clearing and forwarding agents within Zambia of their choice. Nor will the arrangements above apply to goods landed in Dar-es-Salaam before November 1, 1967, or to goods landed at other Tanzanian ports.

## MALAWI

## *Suspension of duties*

THE CUSTOMS AND EXCISE (Suspension) (Amendment) (No. 2) and (No. 3) Regulations, 1967, published as Malawi Government Notices Nos. 179 and 180 respectively, amend the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

By the addition of the following goods to the Schedule of Goods as published in the *Board of Trade Journal* (page 186) on January 20, and as subsequently amended on April 21.

(Britain pays the Column 6 rate of duty)

| 1 B.T.N. No. | 2 Nomenclature | 3 | 4 | 5 Effective Rates | 6 |
|---|---|---|---|---|---|
| | *Government Notice No.* 179 | | | | |
| Ex (87.02) | Motor vehicles of a kind specialized solely or accepted as designed principally for use in airport operations or maintenance (e.g. aircraft re-fuellers, runway sweepers) . . . . | — | 5% | Free | Free |
| Ex (87.14) | Vehicles and trailers of a kind specialized solely or accepted as designed principally for use in airport operations or maintenance but excluding baggage trolleys and and vehicles of a kind mainly or wholly hand propelled; electric power generating vehicles of a kind not capable of classification in heading No. 85.01 . . | — | 5% | Free | Free |
| | *Government Notice No.* 180 | | | | |
| 10.06.99 | All goods in this sub-heading, in bulk, viz.: | | | | |
| | Rice, other than rice in the husk (including paddy) . . . . | — | Free | Free | Free |

## REPUBLIC OF UPPER VOLTA

## *Global quotas 1967*

THE *Journal Officiel* of the Republic of Upper Volta dated July 20, announced that the following quotas had been opened for the import of goods originating from countries outside the Franc zone and the European Economic Community:

| Quota No. | Description | Quota values in French francs |
|---|---|---|
| 15 and 16 | Fabrics, printed and non-printed . . . . . | 1,650,000 |
| 22 and 23 | Motor cars, tractors, motor-cycles, cycles and spare parts . | 1,000,000 |
| | Other products on quota . . . . . | 6,350,000 |

Inquires about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

## GHANA

### *Short-term debts*

DETAILS of the Bank of Ghana's plans for dealing with short-term debts were published in the *Board of Trade Journal* dated June 16, 1967, page 1581. The Bank of Ghana have reviewed the debt situation and have now issued a further statement which is reproduced below:

'The Bank of Ghana has carried out a further quarterly review of the scheme for the settlement of arrears of current payments authorized by Exchange Control that were, as at May 31, 1966, awaiting foreign exchange cover. As a result the Bank announces that foreign exchange cover will be provided forthwith to the commercial banks for the transfer of the following category of arrears (excluding items of a capital nature):

All remaining amounts not exceeding £20,000 (at rates of exchange ruling up to July 8, 1967) which were due for transfer before May 1, 1966.'

The effect of this is that foreign exchange will be provided for debts exceeding £10,000 but not exceeding £20,000 which were due for transfer in April, 1966.

'The position after these payments will be that (apart from amounts due to the large creditors for which separate arrangements have been made):

(i) All amounts up to £2,500 will have been cleared up to May 31, 1966.

(ii) All amounts up to £20,000 will have been cleared up to April 30, 1966.

(iii) All transfers (except items of a capital nature) requested up to March 31, 1966 will have been covered irrespective of the amount.

This announcement does not affect the separate arrangements with large creditors which continue as before.

The next review will be carried out during November, 1967.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

## ALGERIA

### *Import regulations*

THE ALGERIAN *Journal Officiel* of August 25 informed importers of bovines destined for slaughter and of bovine meats that as from that date imports of goods included in tariff Nos. 01-02AII, 01-02B and 02-01AII would be subject to advance endorsement by the *Office National de Commercialisation* (ONACO).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

## SINGAPORE

### *Pioneer Industries Ordinance*

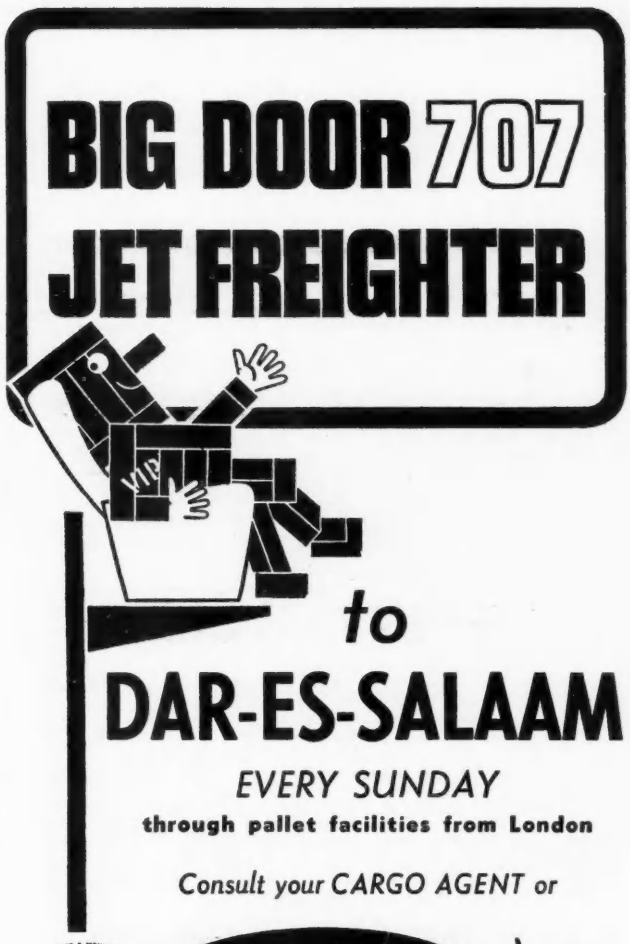
THE BOARD OF TRADE have been informed by cable of the following announcements by the Singapore Government.

(1) Subject to representation made in writing to the Minister of Finance before October 9, 1967, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance 1959:

| Industries | Products |
|---|---|
| 1. Nylon spinning, weaving and knitting | Nylon blankets. |
| 2. Electrical appliances | (A) Air conditioning units for motor vehicles.<br>(B) Refrigeration equipment for railroad pullmans and rolling stock. |
| 3. Textiles | Sanitary belts. |
| 4. Food preparation | (A) Frozen prepared meats.<br>(B) Frozen fruits and vegetables. |

This notice means that the Minister of Finance is satisfied that the establishment and development of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted

(*Continued on next page*)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SINGAPORE, *continued*

will enjoy the benefit of exemption from Singapore Income Tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

(2) The undermentioned industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

| Industries | Products |
|---|---|
| 1. Food preparation | Pea noodles. |
| 2. Metal working | Pressed steel sectional water tanks (over 66 gallons capacity). |
| 3. Floor covering manufacture | Rugs. |
| 4. Manufacture of equipment and accessories for jute and textile mills | Accessories for jute and textile mills, all types. |
| 5. Spinning, weaving and knitting | Tapestries. |
| 6. Manufacture of articles of pulp, paper and paperboard | (A) Paper egg trays.<br>(B) Playing cards. |
| 7. Manufacture of toys | Toys, all types. |
| 8. Manufacture of clocks and watches | Clock and watch parts and cases. |
| 9. Manufacture of miscellaneous chemical products | Glycerine. |
| 10. Manufacture of basic industrial chemicals, including fertilizers | Carboxymethyl cellulose, tannic acid, gallic acid, pyrogallol. |

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of August 11, 1967, page 381.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 6197/4/G.

## OPPORTUNITIES FOR EXPORTERS

*Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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## TRINIDAD AND TOBAGO

### *Import licensing arrangements*

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended

(i) by the addition of the following new items:

| | |
|---|---|
| 699-01 | Finished structural parts made of iron or steel including assembled structures. |
| 699-02 | Finished structural parts made of aluminium and other non-ferrous base metals, including assembled structures. |
| 851-01 | Slippers and house footwear of all materials except rubber. |
| 851-03.01 | Footwear wholly or chiefly of textile materials with soles of rubber. |
| 899-99.09 | Road motor vehicle air-cooled cushions. |

(ii) by the deletion of Items 621-01 (Tread rubber ('camelback')) and 712-09.01 (Bulk feed bins, automatic waterers, tube feeders, laying rests) and the substitution, therefore, of the following:

| | |
|---|---|
| 621-01 | Tread rubber, all types used for re-treading vehicle tyres. |
| 712-09.09 | *Poultry appliances, viz:—*<br>Bulk feed bins<br>Automatic waterers<br>Tube feeders<br>Laying nests |

The Trinided and Tobago Ministry of Agriculture, Lands and Fisheries has also announced that as from September 1, 1967, commercially canned meats imported in hermetically sealed cans from certain countries, including Great Britain, will not be permitted entry unless:

(i) such meats are cooked;

(ii) such meats are heated in their metal cans to a temperature of not less than 170° F throughout for a period of at least 30 minutes;

(iii) such meats are accompanied by an official Meat Inspection Certificate of the country of origin;

(iv) there is written on the reverse side of the certificate referred to at (iii) a certificate signed by an Official Veterinarian of the National Government of the country from which meats are imported to the effect that:
  (a) the conditions at (i) and (ii) have been satisfied;
  (b) all bones have been removed from such meats in the country of origin;
  (c) such meats have been packed in hermetically sealed metal cans;

(v) there is embossed on the certificate issued by an Official Veterinarian of the National Government of the country from which such meats are imported, referred to at (iv), the Official Veterinary Stamp of the country of origin;

(vi) there is embossed on the cans containing such meats the Official Veterinary Stamp of the country of origin.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

## JAMAICA

### *Import licensing arrangements*

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended:

(i) By the addition to item 72 (metal, manufacturers of) of the following new sub-paragraph:
(u) Wire staples (excluding fencing staples) and

(ii) by the deletion of sub-paragraph (b) of item 51 (furniture, including upholstered furniture) and the substitution therefore of the following:
(b) Of wood (including rattan) and parts therefor.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 471).

## BARBADOS

### *Import licensing arrangements*

THE LIST OF EXCEPTIONS to the Barbados Open General Licence has been further amended by the addition of the following new items:

Wheat
Wheat flour
All shirts including blouses not knitted.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 471).

## CHILE

### *Modifications to import list*

HM EMBASSY at Santiago, Chile, report that the following modifications have recently been made to the permitted Import List.

| Page | Chapter | Item | Percentage of prior deposit |
|---|---|---|---|
| 95 | 73 | Wire rope and cables, whether galvanized or not | 200 |
| 110 | 79 | Zinc in ingots | 200 |
| 171 | 92 | Aluminium matrices | Nil |
| 16 | 14 | Add to the item 'Cuttings of Guinea maize (Curaguilla)': and the like (Sorgo Escoparium and Sporabulus Rigus) | 10,000 |
| 42 | 30 | Glands and other organs and extracts thereof | Nil |
| 141 | 84 | Line 3 – suppress the word 'charges'.<br>Line 6 – insert 'and' between the words 'acil' and 'soda.' | |

### LETTERS TO THE EDITOR

*Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

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## URUGUAY

### *Modifications to code of merchandise*

HM EMBASSY at Montevideo report that the following additions and alterations have been made in the Uruguayan Code of Merchandise by a Decree of August 15, 1967:

#### ADDITIONS

| Sub group | Commodity | Surcharge Per cent | Prior deposit Per cent | Average c.i.f. U.S.$ |
|---|---|---|---|---|
| — | Stainless steel capillary tubes with exterior diameter between 0·5 and 2·5 mm. for the manufacture of needles for hypodermic syringes | 10 | — | |
| — | Cotter pins | 150 | — | |
| — | Electrolyte paper ribbons constituted by absorbent base paper lined with conductive films formed by an adhesive impregnated with magnesium and mercury salts | 10 | — | 3,500 per ton |
| — | Powder formulations based on diazinon with a 40% content of this item destined to obtain veterinary specifics except tic poisons, controlled by the Ministry of Livestock and Agriculture | — | — | |
| — | Sodium bisulphite | 90 | — | |
| — | Wettable sulphurs | 90 | — | |
| — | Compounds based on vinylic resins (Plastisols) for the hermetic closing of food containers | 10 | — | |
| — | Marine algae apt for obtaining agar | 10 | — | |
| — | Liquid preparations based on courmarone-indene resins and organic solvents, destined for covering citrus fruit with a view to protecting from dehydrating and aging | — | — | |
| — | Electric lamps up to 3 watts | 60 | — | |

#### MODIFICATIONS

| | | | | |
|---|---|---|---|---|
| 41.087 | Tyres (mono-cushion) for drays, etc., of the following sizes: 161/4 x 5 x 11 | — | | |
| | *Should now read:* | | | |
| 41.087 | Tyres (mono-cushion) for drays, etc., of the following sizes: 161/4 x 5 x 111/4 | — | | |
| 37.242 | Round cotton wicks with asbestos interior linings and metal collars | 30 | | |
| | *Should now read:* | | | |
| 37.242 | Round cotton wicks with or without asbestos interior linings and with or without metal collars | 30 | | |
| 42.249 | Sodium and potassium bisulphites | 30 | | |
| | *Should now read:* | | | |
| 42.249 | Potassium metabisulphite | 30 | | |
| 33.133 | Record players without amplifying circuit | 150 | | |
| | *Should now read:* | | | |
| 33.133 | Record players without amplifying circuit, their parts and spares without player head and needles | 150 | | |
| 37.090 | Keep or stay pins and pressure washers | 30 | | |
| | *Should now read:* | | | |
| 37.090 | Pressure washers | 30 | | |
| 32.126 | Valves and accessories of the following types and sizes: | | | |
| | (a) from ¼ in. to ½ in. | 150 | 200 | 4·70 per kilo |
| | (b) over ½ in. | 150 | 200 | 3·44 per kilo |
| | (1) Gate valves: | | | |
| | (a) Material: iron, steel, stainless steel, copper, brass, bronze, aluminium and special alloys. | | | |
| | (b) Characteristics: all shapes, uses, finishings, any type of stem and/or seat. | | | |
| | (c) Working pressure (hydraulic): up to 20 atmospheres (kg./cm²). | | | |
| | (d) Sizes: from ¼ in. to 10 in. | | | |
| | (e) Spare parts and accessories. | | | |
| | (11) Horizontal check valves: | | | |
| | (a) Material: (see No. 1). | | | |
| | (b) Characteristics: (see No. 1). | | | |
| | (c) Working pressure: up to 30 lb. (hydraulic or steam pressure). | | | |
| | (d) Sizes: from ¼ in. to 8 in. | | | |
| | (e) As per No. 1. | | | |
| | (12) Standing valves: | | | |
| | (a) See No. 1. | | | |
| | (b) See No. 1. | | | |
| | (c) Working pressure: up to 200 lb. | | | |
| | (d) Sizes: from ¼ in. to 8 in. | | | |
| | (e) As per No. 1. | | | |
| | (23) Master valves: | | | |
| | (a) See No. 1. | | | |
| | (b) See No. 1. | | | |
| | (c) Working pressure: up to atmospheres (hydraulic pressure). 10 | | | |
| | (d) Sizes: from ¼ in. to 2 in. | | | |
| | (e) As per No. 1. | | | |
| | (31) Globe valves: | | | |
| | (a) Material: (see No. 1). | | | |
| | (b) Characteristics: all shapes, uses and finishings, and with seats and stems for cold and hot water, steam and gas. | | | |
| | (c) Working pressure: up to 600 lb. | | | |
| | (d) Sizes: from ¼ in. to 8 in. | | | |
| | (e) As per No. 1. | | | |
| | *Should now read:* | | | |
| 32.126 | Valves and accessories of the following types and sizes: | | | |
| | (a) From ¼ in. to ½ in. | 150 | 200 | 4·70 per kilo |
| | (b) Over ½ in. | | | |

| Sub group | Commodity | Surcharge Per cent | Prior deposit Per cent | Average c.i.f. U.S.$ |
|---|---|---|---|---|
| | (I) Gate valves:<br>(d) Sizes: from ¼ in. to 14 in.<br>(11) Horizontal check valves:<br>(d) Sizes: from ¼ in. to 10 in.<br>(12) Standing valves:<br>(d) Sizes: from ¼ in. to 10 in.<br>(23) Master valves:<br>(d) Sizes: from ¼ in. to 6 in.<br>(31) Globe valves:<br>(d) Sizes: from ¼ in. to 10 in. | | | |

**MODIFICATIONS TO SURCHARGES**

| Sub Group | Commodity | Surcharge Per cent | Previous Surcharge Per cent |
|---|---|---|---|
| 42.563 | Di-(2-ethylhexyl) phthalate (D.O.P.) and dicetyl phthalate mixed isomers (D.I.O.P.) | 150 | 90 |
| 42.560 | Dibutyl phthalate (D.B.P.) | 150 | 90 |
| 42.590 | Phthalic anhydride esters not mentioned elsewhere | 150 | 90 |
| 43.537 | Toluene | 150 | 90 |
| 43.552 | Xylene | 150 | 90 |
| 42.237 | Benzene | 150 | 90 |

The designations and rulings accorded by decree of September 29, 1960, for the importation of electric lamps for flash-lights to be deleted.

The Bank of the Republic shall not levy surcharges in force on imports of tyres and inner tubes for road-making machinery, cranes and motor-graders, solid tyres for drays, tyres (monocushion) for drays, agricultural machinery, tractors and heavy motor vehicles, including the minimum surcharge when a certificate exists from the Ministry of Finance, subject to a previous report of the Advisory Committee created by decree of February 17, 1960, stating that there is no national production of these goods.

## *Import regulations*

HM EMBASSY at Montevideo, Uruguay, report that a number of Decrees have now been issued following the suspension of imports (see the *Board of Trade Journal* of July 28, page 246). The Decrees lay down rules subject to which raw materials and other essential items may be imported. The Decrees permit the import of foodstuffs, medicines, capital goods for agricultural purposes, and fuels and lubricants, where these products can be proved to be urgently necessary. Such imports will be authorized up to a maximum monthly value in United States dollars equivalent to their average value in 1966.

While the Decrees are in force, imports into Uruguayan Free Port Zones, apart from raw materials on extended credit terms, merchandise to be re-exported and merchandise already afloat have been prohibited.

The prohibitions in the above Decrees do not apply to imports effected as the result of concessions made within the framework of the Latin American Free Trade Association.


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## PERU

### *Customs duties*

HM EMBASSY in Lima has reported the publication on July 31 of Supreme Resolution No. 672-H approving the first list of minimum c.i.f. prices on which customs duties will be applied. The items are as follows:

| Tariff No. | Description | Unit | Minimum Value Soles |
|---|---|---|---|
| 15.11.0.01 | Crude glycerine | KG | 17·50 |
| 15.11.0.02 | Refined glycerine | KG | 18·50 |
| 18.04.0.01 | Cocoa butter | KG | 40·00 |
| 20.06.2.03 | Peach jam | KG | 10·00 |
| 22.09.2.06 | Whisky | Litre | 60·00 |
| 27.13.0.01 | Paraffin waxes | KG | 3·60 |
| 28.01.1.01 | Crude iodine | KN | 95·00 |
| 28.01.1.02 | Sublimated iodine | KN | 120·00 |
| 28.17.0.01 | Caustic soda | KG | 3·10 |
| 28.25.0.01 | Titanium oxide | KG | 14·50 |
| 28.38.1.01 | Sodium sulphate | KG | 1·20 |
| 28.42.0.02 | Sodium carbonate | KG | 1·30 |
| 28.43.1.01 | Sodium cyanide | KG | 9·00 |
| 29.02.1.05 | Tetrachloromethane | KN | 6·20 |
| 29.13.1.01 | Propanone (acetone) | KG | 4·50 |
| 29.14.1.02 | Acetic acid | KG | 8·30 |
| 29.14.1.13 | Stearic acid | KG | 12·20 |
| 29.15.1.01 | Oxalic acid | KG | 11·50 |
| 38.03.0.01 | Activated charcoals | KG | 12·50 |
| 47.01.0.02 | Unbleached chemical paper pulp | KG | 3·50 |
| 47.01.0.03 | Bleached chemical paper pulp | KG | 4·10 |
| 49.11.0.02 | Catalogues for the pharmaceutical industry | KG | 15·00 |
| | Other catalogues | KG | 30·00 |
| 59.05.1.02 | Nets prepared for fishing of artificial or synthetic textile fibres, with a mesh of up to ⅞ inch when taut | KG | 100·00 |
| 59.05.1.03 | Of artificial or synthetic textile fibres, with a mesh of over ⅞ inch when taut | KG | 100·00 |
| 63.02.0.01 | Rags and old rope, as waste | KG | 11·50 |
| 84.06.5.01 | Valves | KG | 94·00 |
| 84.06.5.02 | Rocking levers (balacines) | KG | 147·50 |
| 84.06.5.03 | Valve springs (empujadores) | KG | 241·00 |
| 84.06.5.04 | Piston rods | KG | 94·00 |
| 84.06.5.05 | Pistons | KG | 134·00 |
| 84.06.5.06 | Piston rings | KG | 270·00 |
| 84.06.5.07 | Carburettors and their parts | KG | 187·50 |
| 84.06.5.99 | Other parts and components of explosion and internal combustion engines | KG | 53·50 |
| 85.03.0.01 | Dry cells for torches, radios and toys: | | |
| | UM1 | KG | 67·00 |
| | UM2 | KG | 107·00 |
| | UM3 | KG | 161·00 |
| 87.06.1.01 | Car hoods | KG | 53·50 |
| 87.06.1.02 | Roofs | KG | 53·50 |
| 87.06.1.03 | Boot lids | KG | 53·50 |
| 87.06.1.04 | Doors | KG | 53·50 |
| 87.06.1.05 | Bumpers | KG | 53·50 |
| 87.01.1.06 | Ornamental hub caps | KG | 134·00 |
| 87.06.1.07 | Shock absorbers and protectors and their parts | KG | 80·00 |
| 87.06.1.99 | Other parts and components of the bodywork | KG | 53·50 |
| 87.06.2.01 | Gear boxes and their parts | KG | 80·00 |
| 87.06.2.02 | Clutches and their parts | KG | 161·00 |
| 87.06.2.03 | Cardan shafts, crown wheels, differentials, rear axles and steering axles | KG | 80·00 |
| 87.06.2.04 | Springs and suspension elements | KG | 80·00 |
| 87.06.2.05 | Supports, shaft hangers, shackles, stops and pads for springs | KG | 53·50 |
| 87.06.2.06 | Radiators, fan ventilators and parts thereof | KG | 67·00 |
| 87.06.2.08 | Wheel rims | KG | 53·50 |
| 87.06.2.09 | Wheels with road bands or tyres | KG | 135·00 |
| 87.06.2.10 | Brakes and their parts, except shoes and linings | KG | 94·00 |
| 87.06.2.99 | Other chassis parts and components | KG | 53·50 |
| 87.06.2.07 | Exhaust pipes and silencers | KG | 67·00 |

Further lists are expected to follow in the near future covering a wide range of products.

## UNITED STATES

### *Carpets: investigation*

NOTICE WAS GIVEN in the *Board of Trade Journal* of February 10, of an investigation by the United States Tariff Commission into the probable effect of the automatic termination of the increased tariffs on wilton, and velvet floor coverings.

The Tariff Commission has now reported to the President that United States producers of wilton and velvet floor coverings, in the aggregate, would be little affected by the termination of the increased duties.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Departments (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

## CANADA

### *'Made in Canada' rulings (1)*

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

**'Of a class or kind made in Canada'**

Machines commonly known as convertible power cranes or shovels with nominal dipper capacities as shovels from 3-8 to 4 cubic yards inclusive, and machines commonly known as revolving power cranes, truck or wagon mounted, with maximum rated lifting capacities of 8 to 60 tons inclusive.

(Ruling effective October 6, 1967).

NOTES 1. Convertible power cranes or shovels, with nominal dipper capacities as shovels from 3-8 to 4 cubic yards inclusive, and revolving power cranes, truck or wagon mounted, with maximum rated lifting capacities have previously been ruled of a class or kind made in Canada. The usual 30 days' notice does not apply to equipment previously ruled made in Canada.

2. Attention is drawn to taruiff items 42704-I and 42705-I.

The above information is contained in Canadian Department of National Revenue Memorandum D51-21-1 dated September 5, 1967.

**'Of a class or kind made in Canada'**

Tong-dies, designed for use on casing and drilling pipe tongs.

(Ruling effective October 6, 1967).

The above information is contained in Canadian Department of National Revenue Memorandum D51-11-1 dated September 5, 1967.

**'Of a class or kind *not made* in Canada'**

Commercial laundry tumbler-dryers with rated dry-weight capacities greater than 50 lb.

(Ruling effective September 7, 1967).

**Note.** Commercial laundry tumbler-dryers having rated dry-weight capacities up to and including 50 lb. will continue to be in the category of a class or kind made in Canada.

The above information is contained in Canadian Department of National Revenue Memorandum D51-7-1 dated September 7, 1967.

**'Of a class or kind *not made* in Canada'**

(i) Lead formate.

(ii) Nitro benzene (nitro benzol; oil of mirbane).

(Ruling effective September 7, 1967).

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-2 dated September 7, 1967.

### *'Made in Canada' rulings (2)*

THE FOLLOWING RULINGS have been made in Canada for Canadian Customs Purposes.

**Of a class or kind 'made in Canada':**

Radial arm saws for woodworking designed for blades of up to and including 12in. (Ruling effective October 13, 1967)

**Note:**

The customary 30 days' notice will be applied to the saws described hereunder which have been ruled previously to be of a class or kind made in Canada: 'Radial arm saws for woodworking designed for blades up to and including 10in. but not including heavy duty saws such as are used for industrial production.'

When this ruling becomes effective the reference to radio arm saws in Memorandum D51-6 dated March 23, 1967 will be superseded.

The above information is contained in Canadian Department of National Revenue Memorandum D51-6-1 dated September 12, 1967.

**Of a class or kind 'not made in Canada':**

Fixed high wing fixed undercarriage single engine aircraft having a gross weight of from 2701 pounds to 3300 pounds inclusive as covered by the Certificate of Airworthiness issued by the Department of Transport, are being transferred from the category of types and sizes made in Canada to that of types or sizes not made in Canada. (Ruling effective September 12, 1967)

**Note:**

Single engine fixed wing aircraft for civilian use having a gross weight of from 4500 pounds to 8000 pounds inclusive as covered by the Certificate of Airworthiness issued by the Department of Transport remain in the category of types and sizes made in Canada.

The above information is contained in Canadian Department of National Revenue Memorandum D51-15-1 dated September 12, 1967.

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A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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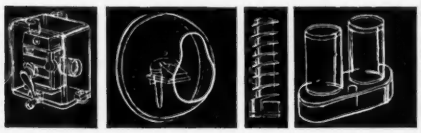

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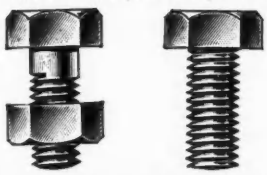

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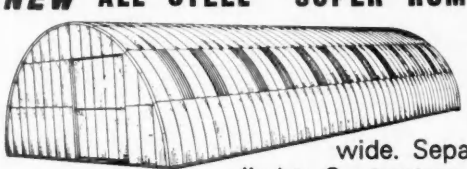

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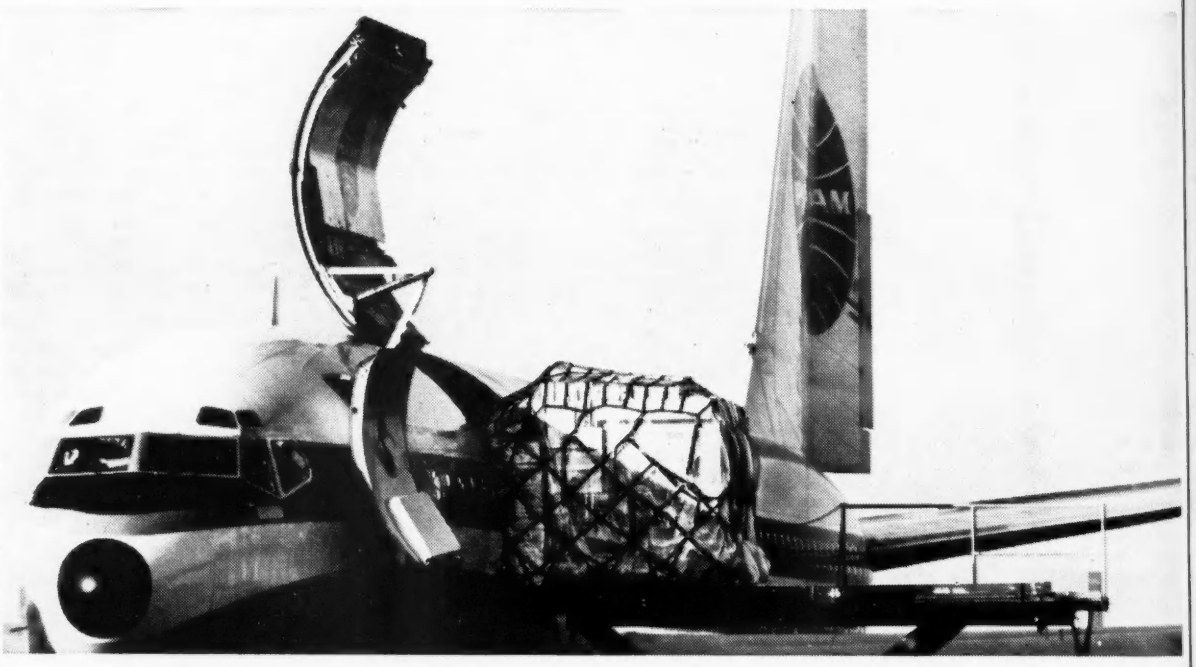


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